

HOEPLI'S HANDBOOKS

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CAJETAN FRISONI

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A MANUAL OF  
ENGLISH COMMERCIAL  
CORRESPONDENCE

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FOURTH EDITION

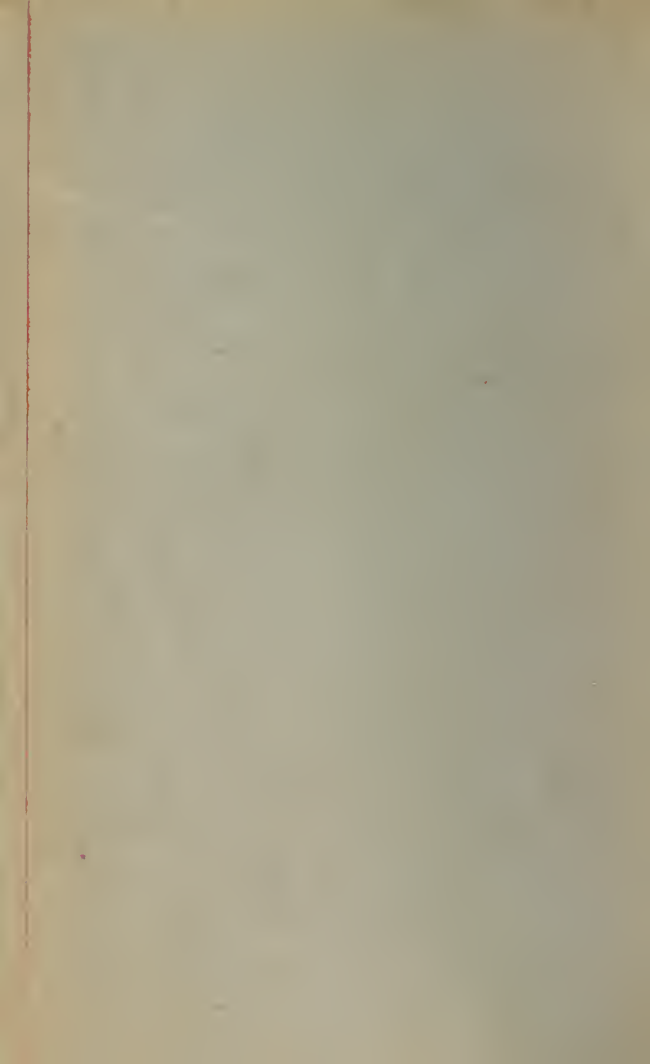
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**ENGLISH  
COMMERCIAL CORRESPONDENCE**

HOEPLI'S HANDBOOKS

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*Prof. CAJETAN FRISONI*

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A POLYGLOT  
COMMERCIAL CORRESPONDENCE

COMPILED ON A SPECIAL PLAN IN THE  
ENGLISH, GERMAN, FRENCH, ITALIAN, SPANISH AND PORTUGUESE LANGUAGES  
EACH PART FORMING AN ORIGINAL TEXT  
AND THE OTHERS BEING THE TRANSLATIONS  
OR KEYS TO IT

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*ENGLISH PART*

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ULRICO HOEPLI

PUBLISHER AND BOOKSELLER TO THE ROYAL ITALIAN COURT  
. MILAN

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1922

HOEPLI'S HANDBOOKS

A MANUAL  
OF  
ENGLISH COMMERCIAL CORRESPONDENCE

including specimens and forms of different documents  
of daily use, followed by a MERCANTILE DICTIONARY  
containing the principal expressions  
employed in trade, commerce and shipping concerns,  
and the most important terms  
of Bank, Book-Keeping, Stock-Exchange and Railway

FOR THE USE OF  
STUDENTS, MERCHANTS AND MANUFACTURERS  
WHO WISH TO PERFECT THEMSELVES  
IN THE TERMINOLOGY AND PHRASEOLOGY AS ACTUALLY IN CURRENT  
USE WITH ENGLISH BUSINESS MEN

BY

CAJETAN FRISONI

Professor of the English language in the *Baliano* Commercial School, Genoa

Fourth Edition carefully revised



ULRICO HOEPLI

PUBLISHER AND BOOKSELLER TO THE ROYAL ITALIAN COURT

MILAN

1922

*The Jury of the VII National Exhibition under the Patronage of the Genoese Society for the development of Commerce, Arts, and Industries, has awarded a Gold Medal to the author for this Polyglot Correspondence, for the Dano-Norwegian and Luso-Brazilian Grammars and the Polyglot Commercial Dictionary published by Ulrico Hoepli in Milan.*

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1922

TO HIS EXCELLENCY

GUIDO BACCELLI

MINISTER

OF AGRICULTURE, INDUSTRY AND COMMERCE

INDOMITABLE AND COURAGEOUS PROMOTER

OF FRUITFUL INTERNATIONAL RELATIONS,

THE AUTHOR

OF THIS MODERN POLYGLOT CORRESPONDENCE,

INSPIRED BY THE IDEA OF HUMAN BROTHERHOOD

WITHIN THE PEACEFUL DOMINIONS

OF COMMERCE AND INDUSTRY,

IN TESTIMONY OF DEEP AND SINCERE ADMIRATION

DEDICATES

THE ENGLISH PART OF HIS WORK

(November, 1902)





## P R E F A C E

---

D.r Ulrico Hoepli was kind enough to entrust me with the care of compiling a *Manual of Commercial Correspondence*, which was not only to show the modern activity and the large development which business attained to nowadays, but ought to penetrate at the same time in the spirit of the language, exhibiting thus a logical and rational text to the different manuals to be published in the principal European languages.

But, as regards the present Part, I beg to declare at once that, had I been intentioned to publish a standard English text, I ought to have left out all redundant words and additional expressions more peculiar to the Italian, Spanish and French languages, as it is well known English Commercial letters, in current use, are couched in the abrupt « wire style » very slightly extended. This work however having been compiled and elaborated particularly for the purpose of giving young men the opportunity to practise and perfect themselves in Polyglot Mercantile Correspondence through translations and imitations from one or other language,

its style, consequently, was to be maintained possibly undiversified, so much the more as a short stay in a counting house will easily enable practitioners to cut short.

As to the general plan of this work, I will say that the collection contains models of letters of almost every kind, relating to the different occurrences of mercantile life, and there is perhaps no establishment of any importance in which some of the examples given, with little alteration, could not but be used.

Most letters were written by me when a trader myself or during my career as a correspondent; they have thus originated actually in and by business transactions. In my choice I was guided by the principle to compile a correspondence of general character, thus letters peculiar to a limited number of traders have been laid aside, it being quite impossible to insert, in a little manual, models of such a multiform kind of correspondence.

As to their classification I followed the logical order of the different phases in which business presents itself, giving thus rise to distinct groups, a method adopted with success by me in an other little work of the same nature and purpose (1).

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(1) GAETANO FRISONI. — *Manual de Correspondencia Commercial Portuguesa* com traducção em forma de notas das phrases, esprezoes e termos mais difficieis nas linguas Hespanhola, Italiana, Franceza, Inglesza, Hollandeza e Allema para uso das Escolas de Commercio e dos Negociantes de qualquer nação que desejam aprender a correspondencia portugueza e para os Portuguezes ou Brasileiros que querem aperfeiçoar-se na phraseologia commercial de ditas linguas. — Genova 1895, 1 vol. Fr. 2,50.

In almost all letters and forms I thought proper to reproduce, as far as possible, the friezes, ornaments and vignettes as they are met with in actual commercial writings, and I have inserted the documents in the text, having them playing a proper part in the different commercial transactions.

To complete the present manual I added, besides an *Abridged Mercantile Dictionary*, exhibiting a list of commercial terms with their definitions, a short *English and Italian Vocabulary* containing the principal expressions employed in trade, commerce and shipping concern, and the most important terms of Bank, Book-keeping, Stock-Exchange and Railway. I thought it was apt to smooth difficulties both to English and American merchants having business with Italy, and to Italian young men who wish to devote themselves to trade transactions with England and North America.

I edit this *English part* without any pretention to have compiled an irreproachable work, but I feel confident that those who wish to inure themselves to commercial style will find in it a practical utility.

Should I have attained the purpose aimed at, to be somehow useful to students and merchants, it would be for me the best and most flattering reward.

Genoa, November 1 st, 1902.

Prof. CAJETAN FRISONI.

## A few words on the Third edition

---

I feel much contentment in presenting to pupils and merchants this third edition of my *Commercial English Correspondence*. It ought, possibly, to have been renewed, to keep it up with daily progress, but unluckly the text of this Manual, though original, could not admit of any important novations, inasmuch as it must strictly correspond to those of the other five volumes, for it is to be the translation or key to them. I did not fail, however, to revise it carefully, ameliorating it as regards the peculiar expressions and commercial style. Besides, having taken into consideration that after the additions inserted into this new edition, the Manual is to be considered as complete and the different branches of business developped to a full extent, all letters and documents are now marked in the margin with a new progressive number, leaving however in the center ahead, within parenthesis, the previous one to be of assistance to those who use as keys volumes of this *Polyglot Correspondence* of pre-existent editions.

The lexicographical section was the only one I could handle with at my will and pleasure, so that, besides improving the *English-Italian Vocabulary* appended to this volume, I augmented the condensed *Dictionary*, which now represents a complete list of commercial terms and expressions with their general definitions.

Hoping that this Manual so enlarged and, if effects correspond to my intentions, also improved, may be of sufficient utility to those who devote themselves to foreign commerce, I seize this opportunity to thank in advance all my friends—who will kindly contribute to its further diffusion.

Prof. CAJETAN FRISONI.

Genoa, *December 1918*

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## § 1.

# CIRCULARS AND NOTICES

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### 1) Trading Companies.

- a) Establishment of new Firms
- b) New Partners admitted.
- c) Proxies given to Clerks and Travellers.
- d) Retirement or Death of Partners. — Continuance of business under New Firms.
- e) Offices, Salerooms, or Storehouses removed elsewhere.
- f) Partnerships dissolved and formation of new Firms.
- g) Partnerships wound up and retirement from business.

### 2) Travelling Clerks and Proxies.

- a) Travellers accredited to clients.
- b) Notice of travellers paying visits to customers.
- c) Change of travellers or proxies.

## REMARKS

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As to *Numeration*, remark that the text of the present edition being the definitive, additions are no longer distinguished by a roman numeral, but a sole progressive number points out now any of the letters or documents. The previous numeration is nevertheless given, between parentheses, for comparison with preceding editions of any other volume of this polyglot correspondence.

For the *meaning of special terms* employed in trade and shipping business, consult the Dictionary at pag. 453.

For an *Italian translation* of the principal commercial and maritime Expressions, and of the most important Terms peculiar to Bank, Counting-house and Exchange transactions, have recourse to the Vocabulary appended to this Manual.

For the *explication* of the principal *Abbreviations* most in use, see the Key given at the end of the volume.

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## § 1. — CIRCULARS AND NOTICES

### I) TRADING COMPANIES.

---

#### a) Establishment of new Firms

1.



Genoa, January the 1 st, 191...

Dear Sir,

We beg to inform you that we have just established in this town a Commission house under the style of

### Monti & Canalis

for the sale and purchase of goods of every description.

A long experience in business and ample capitals enable us to offer you our services and assure you that your orders will meet with every attention and have ready execution.

Please note our signatures as under, and accept the best regards of yours faithfully

*Monti & Canalis.*

Mr. Michael Monti will sign : *Monti & Canalis*  
" Lewis Canalis " " *Monti & Canalis.*

References in GENOA: Bank of Naples  
Italian Credit  
Russian Bank for Foreign Trade.

---

Mr. JOHN LOPEZ  
Merchant

P. O. B. N.º 127 BUENOS AIRES.

2.

**JOHN LOPEZ**

IMPORTER

OF ITALIAN PRODUCE

Buenos Aires

REPLY

Buenos Aires, February 2nd, 191...

*Messrs. Monti & Canalis*GENOA

Dear Sirs: — I am in possession of your circular of the first January last, which informs me you have established in your town a commission house. I duly took notice of your offers of service, but, before availing myself of them, I would wish to know your terms. Should they offer, as I hope some advantages, I will profit of the first favorable occasion for commencing business relations with you, which will, in a short while, become very important if, beside cheap prices, I will be more satisfied with your expeditions than with those of Mr. Vallega, my present agent, whose shipments are not always made with that regularity and punctuality requested in trade, which were a prerogative of this house in the beginning of our relations. Awaiting your kind answer, I remain

*Yours very respectfully**John Lopez.*

3.

Florence, date as postmark

*Dear Sir,*

We beg leave to inform you we have established in this city a house of business, especially devoted to transactions of banking and exchange, under the firm of

**A. GILLARDINI & PERRI.**

We can really assure you we shall give the greatest attention in the execution of any orders with which you may honour us.

As we have not the advantage of being known to you, allow us to refer you, as regards the credit and confidence we merit,



to Mr. Bandettini, a Banker in Rome, who has long been personally acquainted with us, and we hope his testimony will satisfy you.

Meanwhile we have the honour to hand you the last list of exchanges rates, which we will regularly send you henceforth to keep you daily informed of the current prices of stocks. As to our terms and conditions, the enclosed printed slip is to acquaint you with them.

Please take note of our signatures, and accept our best regards

Your obedient servants.

*A. Gillardini & Perri.*

Mr. Anthony Gillardini will sign: *A. Gillardini & Perri*  
» Lawrence Perri » » *A. Gillardini & Perri.*

**Mr. W. SPEICH**

*Banker*

**P. O. B. N. 134. LEIPSIK.**

**4.**

**REPLY**

**W. SPEICH**

**BANKER**

**LEIPSIK**

**Leipsic, September 7th, 191..**

*Messrs. Gillardini & Perri*

**FLORENCE**

Dear Sirs: — I beg to acknowledge receipt of the obliging letter with which you honoured me, and of your circular and quotation of exchanges. You may rest assured that whenever an opportunity turns up, I shall avail myself of your service.

At present the stagnation of business does not permit me to begin any speculation, but the crisis will only be temporary, and you may rely upon receiving my orders next season.

I remain, with best respects, yours truly

**W. Speich.**

5.

**L. LO GRANDE**

Sicilian Produce  
Dealer  
**MESSINA**

Messina, March 8th, 191..

*Messrs. L. Moreno & Sons***RIO JANEIRO**

Dear Sirs: — I have the honor to appraise you that after having acted several years as a chief clerk of the principal firms here, and lately as managing clerk at Mr. Pero's, I established on the 1st of this month a business in this town more especially concerned for the trade in Sicilian Produce, under my own name.

**LAWRENCE LO GRANDE.**

My local knowledge, and the relations which a long commercial career have permitted of my connecting with houses of first eminence, will enable me to execute any orders, my friends may honor me with, to their entire satisfaction.

The capital at my disposal puts it, besides, in my power to grant facilities for payment, and my price-list, which I enclose herewith, will, I trust, induce you, by its moderation, to give me the preference.

Looking forward to the receipt of your esteemed orders, I beg you to take notice of my signature, and remain

*Yours very truly*  
*Lawrence Lo Grande.*

6.

**L. MORENO & SONS**

Importers  
**RIO JANEIRO**

REPLY

Rio Janeiro, April, 12th, 191..

*Mr. Lawrence Lo Grande.***MESSINA**

Dear Sir: — We have received in proper time your circular, and after having taken due note of your signature, we beg to tell you we are entirely disposed to enter in business relation with your esteemed house. Our market is properly situated to facilitate the sale of the produce of your country, and particularly of the articles specified in your price-current,

At present we have an opportunity to retail about 30 casks of Marsala wine, mark « Florio », having a capacity of 100 liters each. This liquor is rather in demand in the interior, but we cannot pay it above 102 liras, fob Genoa, against bill at ninety days' date. We trust you will accept our proposal were it but to have an occasion to commence business with us. Awaiting a favourable answer from you and the ready expedition of said casks, we remain

Yours truly  
L. Moreno & Sons.

7.

**A. Blackbird**

New York, July 12th, 191...

Commission & Forwarding  
AGENT.

NEW YORK

*Dear Sir,*

I take the liberty of informing you that I have just opened an office in this city, under my own name and signature, for the purpose of carrying on the business of a general commissioner in every kind of goods of American production, and of forwarding agent of any merchandise to be sent to a place whatever of the United States, both by sea and land.

A capital sufficiently ample to permit me to make the usual advances on consignments from my friends, the unceasing cares in the execution of their orders, together with fifteen years' experience in the principal commercial towns of the U. S., will, I trust, fully enable me to justify the confidence of my committers, among whom I beg to reckon your goodself.

Calling your attention to my signature, I feel confident you will place your orders with me for the future. Meanwhile I remain,

Yours truly  
A. Blackbird.

Mr. JOSEPH RIBERA  
Exporter Cádiz

8.

**JOSEPH RIBERA**

Exporter  
C A D I X

REPLY

Cadix, August 1 st, 191...

*Mr. A. Blackbird*NEW YORK (U. S.)

Dear Sir: — I duly received your circular letter of the 12th July last, informing me you have established in your town a house for the purpose of carrying on the business of a general Commissioner for every kind of American produce, and of a Forwarding agent for the expedition, to any market of the Union, of goods proceeding from Europe. I thank you for your offers of service, of which I will avail myself should the case occur. While I take due notice of your signature, I wish you the best prosperity in your business, and I remain

*Yours truly*  
*Joseph Ribera*

9.

DE SOUZA & PINTOR  
Drugs and Dye-Stuffs  
Merchants  
L I S B O N

Lisbon, October 10 th, 191...

*Dear Sirs,*

We have the pleasure of acquainting you with our establishing in business, in this place, under the firm of

**DE SOUZA & PINTOR.**

Our house will occupy itself principally with drugs and dye-stuffs, a branch of commerce in which we flatter ourselves we have acquired a thorough knowledge, as we both have served

in the most renowned houses engaged in this business in London, Hamburg and Bordeaux. Our Mr. Pintor has travelled besides, a good many years in the interior of Germany and has visited France and Northern Italy for the house of Mr. Becker, which has attained in this line a celebrity almost European.

We will be much obliged to you if you are pleased to favor us with a small order, by way of a trial, for some of the articles mentioned in our detailed price-current, which we mail to you under separate cover. We may assure you that we shall do our utmost to give you satisfaction in the hope of entering into connexion with so estimable a house as yours.

Our usual terms are the following ones: payment at three months from date of invoice against acceptance, or 2 per cent discount for cash payments.

With regard to references respecting our firm we are so fortunate as to be able to mention the following houses

Messrs B. GALDOS & Co. — Oporto  
 " W. BRIGHT & Co. — Cardiff  
 MARCEL & PARC — Paris.

Begging you to notice our respective signatures and assuring you of our high esteem, we remain, Gentlemen, yours truly

*De Souza & Pintor.*

Mr. Julius De Souza will sign: *De Souza & Pintor.*

• Robert Pintor " " *De Souza & Pintor.*

Messrs. BERALDI COUSINS

Colonial Produce Importers

P. O. B. N. 74. GENOA.

10.

**BERALDI COUSINS**

IMPORTERS  
of Drugs, Chemical Produce  
and Dye-Stuffs

**GENOA**

REPLY

Genoa, October 15 th, 191...

*Messrs. De Souza & Pintor***LISBON**

Dear Sirs: — We have received your circular of the 16 th inst. and wish you every success in your enterprise. Carbonate of soda, mark "Star", in barrels of 125 kilos each, is the only article mentioned in your price-current, which presently calls our attention. Its moderate quotation permits us to resell it, with a modest benefit, to a glass manufactory carried on by some friends of ours. Be so kind as to send us 5 barrels, and, as you are well acquainted with this article, you will know what quality we require for the use above mentioned, therefore we rely entirely on your decision. Please forward us the goods, in the best condition possible, by the first steamer leaving for Genoa, effecting their insurance in the "Anglo-Lisbonian Company's", of your town, and draw upon us, for the amount of your invoice, at two months' date, allowing us however a commission of 2 % as a special benefit.

It will afford us much pleasure if this small order gives rise to a profitable correspondence between us.

We have the honor to remain, Gentlemen, yours very truly.

*Beraldi Cousins.*

11.

Pernambuco, date as post-mark.

*Gentlemen,*

We have the pleasure to inform you that we have just now formed, in this city, a company which will be devoted to the trade of inland produce, in general, and to business on com-

mission, in particular, under the social firm

## BRIGNARDELLO BROS.

having its chief-office at Pernambuco and a branch-house at Bahia.

The knowledge and experience we have early acquired in the commercial career, as well in our own land as in foreign countries, the help of rich and respectable friends, who favour us with their confidence and esteem, the honorable testimony that may be had of us from the firms at foot mentioned, to which we can take the liberty to refer you, let us feed a hope that we have some right to your benevolence.

In offering you the services of our house, we can assure you that all the affairs, which will be intrusted to our cares, shall be transacted with the utmost attention, and that whatever, activity and prudence, united to a constant zeal and a severe economy, can effectuate, shall be exerted on our part, in order to deserve the approbation of the firms which will honour us with their orders. Wishing to find an opportunity of proving to you the sincerity of our offers, and to cultivate a correspondence to our mutual satisfaction, we beg you to take note of our signatures, and we have the honor to be respectfully, your devoted servants

*Brignardello Brothers.*

Mr. Alfred Brignardello will sign: *Brignardello Bros.*

„ Lewis Brignardello „ „ *Brignardello Bros.*

For informations apply to Messrs:

COMMERCIAL BANK, Rio Janeiro

PALAU & BURCOS, Bahia

MUNEZ & PRINOS, Pernambuco.

Messrs. CASTANA & GARCIA

P. O. B. N.º 1744.

MONTEVIDEO.

12.

**CASTAÑA & GARCIA**  
**IMPORTERS**  
**MONTEVIDEO**

*Telegraphical Address*  
**Castarcia, Montevideo**

REPLY

Montevideo, June 15 th, 191...

*Messrs. Brignardello Bros.*Pernambuco (Brazil)

Dear Sirs:— We had the honor to receive a circular of yours informing us of the establishment of your new society for the trade of inland produce.

We shall be happy if a business relation may be carried on with you, for we have reasons of not being contented with our present correspondent. To this purpose have the kindness to send us, in order to make a beginning, your prices-current with relative sale-terms.

Samples of the articles mentioned at foot, will meet our best attention, and please take care to have them well assorted and dispatch them as soon as possible. Should they succeed according to our wishes, you shall soon have considerable commissions from us.

We have the honor to be, Gentlemen, your devoted servants

*Castaña & Garcia.**List of samples to be sent over:*

Coffee	—	different types
Cotton	"	"
Mais	"	"

13.

Marseilles, Post-mark date

*Dear Sir,*

We take the liberty of apprising you that we have this day formed, under the style of

**LUPIN AND CADELLAN,**

a mercantile establishment, the chief business of which will lie in the commission line of colonial produce especially of Brazilian coffees.



We should be overjoyed if our services could be agreeable to you, persuaded that our punctuality and loyalty in the execution of your orders would entitle us to your confidence and turn out to our mutual advantage.

Beneath are our respective signatures, of which we beg you to take notice, and request you to regard no others as authentic. We are, Sir, your obedient servants

*Lupin & Cadellan.*

Mr. Mark Lupin will sign: *Lupin & Cadellan.*

„ Lewis Cadellan „ „ *Lupin & Cadellan.*

Mr. ALBERT DUCANT  
LYON

14.  
ALBERT DUCANT  
Colonial Produce  
Importer  
LYON

REPLY  
Lyon, July 25<sup>th</sup>, 191...  
*Messrs. Lupin & Cadellan*  
MARSEILLES

Dear Sirs: — Your letter of the 20<sup>th</sup> instant with circular of June 1<sup>st</sup> last, referring to it have been duly received.

I am fully sensible of your obliging offers of service, and shall eagerly seize an opportunity to make use of them and establish a connection, which will turn out agreeable and advantageous for both. For the moment I regret having no favorable opportunity to open an immediate correspondence; so soon however as an occasion arises, be assured I shall embrace it with pleasure.

With sincere esteem, I remain yours truly  
*Albert Ducant.*

15.

**VIVALDI & AGENO**Genoa, the 1<sup>st</sup> January 191...Forwarding  
& COMMISSION AGENTS*Dear Sir,*REPRESENTATIVES  
of National & Foreign  
Trading-Houses  
GENOA  
—~—

We have the honour to inform you we have just established, in this town, an Agency for forwardings and commissions business of every kind, and representations of Italian and foreign Houses, under the firm of

**VIVALDI AND AGENO**

Activity and sufficient means are the qualities upon which we hope to justify the confidence with which you may honor us. We beg you to take due note of our signatures, here at foot, and trusting to be favoured with your orders, we remain, Sir, your obedient servants

*Vivaldi & Ageno.*Mr. John Vivaldi will sign: *Vivaldi & Ageno.*, Paul Ageno , , *Vivaldi & Ageno.*Reference: *ITALIAN BANK - Turin.*, *ITALO-AMERICAN BANK - Rome.*

16.

**CHARLES POGG**

Boston, date as Postmark.

Merchant in Dry Goods  
of every description*Gentlemen,*BOSTON  
3, *Dark Flowers Str.*  
—~—

I beg to inform you I have established in this city a Dry Goods House under my own name and management

The experience I have acquired in business,

with an ample capital provided by a sleeping partner, are the guarantees I can offer to my correspondents, so that I trust you will favour me with your confidence, which I shall do my best to deserve of you. Please take note of my signature and accept my special regards.

Yours truly  
Charles Pogg.

17.

ALEXANDER CAMPOS & Co.

COMMISSION

AGENTS

VALPARAISO - LONDON

Valparaiso (Chile), May 1 st, 191...

Dear Sir,

We beg leave to inform you that we have, this day, established a house in this city, which will embrace a general commission business under the new firm of

## ALEXANDER CAMPOS & C.

Our Mr. LEWIS CAMPOS, who is to reside at N. 71 Emperors Street, LONDON, will represent our house in Europe. As the firm Campos is very favorably spoken of in Chile, we think it quite redundant to add any peroration in its behalf, and we only beg you to note our respective signatures and reserve us your valued orders, which will meet with our best attention.

Yours faithfully

Alexander Campos & Co.

Mr. Alexander Campos will sign: Alexander Campos & Co.

„ Lewis Campos „ „ Alexander Campos & Co.

## b) New Partners admitted.

18.

Amsterdam, February 1 st, 191...

*Dear Sirs,*

We beg to let you know that, counting from this very day, we received as a partner into our house Mr. L. VAN HONDEN, our indefatigable cooperator since the beginning of our establishment, and who, till this moment has been intrusted with our proxy.

No other alteration will take place in our house, which continues, as formerly, under the firm of

**VAN OST, BENNICK & Co.**

with its previous social capital.

We shall be very glad if you keep on availing yourselves of our service, honoring us with your valued orders which shall be, as usually, executed with every care.

Begging you to take due note of Mr. Van Honden's signature and to accept our best thanks beforehand, we remain, sirs, yours truly

*Van Ost, Bennick & Co.*

Mr. Van Honden will sign: *Van Ost, Bennick & Co.*

19.

Rio Grande do Sul (Brazil), September 1 st, 191...

*Dear Sir,*

I beg to advise you that, with a view to extend my business, I have admitted Mr. LAWRENCE CAMBIASO into my house as a capitalist-partner, the name of the firm being

**Michelini and Cambiaso,**

commencing from the 15 th instant.

Thanking you sincerely for the many proofs of friendship shown to the old concern, I hope you will allow me to solicit a continuance of your

favours for the new one, and to request your attention to our respective signatures.

Looking forward to the pleasure of executing your orders, I remain, sir, yours truly

*Mark Michelini*

**Mr. Mark Michellini** will sign: *Michellini & Cambiaso.*

Lawrence Cambiaso     *Michellini & Cambiaso.*

20.

Langscheidt, Schwarz &amp; Co.

## BANKERS

LEIPSIĆ

Leipsic, the 1<sup>st</sup> July 191...

*Gentlemen,*

We beg to acquaint you that, by legal deeds drawn up before our Notary Mr. Wirth, from this day's date Mr. EMILIUS LANGSCHEIDT, eldest son of our Mr. Georg, is going to be an acting partner in our firm, and our head-clerk Mr. FRANCIS FLICK is to be intrusted with our proxy in acknowledgment of his 25 years' loyal service.

We beg you to call your attention to their signatures at foot and to regard the same as our own. Yours very faithfully

*Langscheidt, Schwarz & Co.*

**Mr. Emillius Langscheidt will sign: Langscheidt, Schwarz & Co.**

Francis Flick , , p. p. Langscheldt, Schwarz & Co.

*F. Flick.*

## c) Proxies given to Clerk &amp; Travellers.

21.

**BERG, TRAUT & C.**

Motocars Makers

PARIS

Paris, June 18 th, 191...

*Dear Sir,*

We beg to inform you that we have imparted our general proxy to Mr. VICTOR V. SCHNEIDER, who, since a long time, has had a share in our house.

You will find his signature at the foot of this letter, and we request you to attach to it the same credit as to our own. Ever at your service, we remain, sir, respectfully yours

*Berg, Traut & Co..*

Mr. V. Schneider will sign: *Berg, Traut, & Co.*

*Mr. R. SCHMIDT*

47, William Str. LEIPSIK.

22.

**BENARES & CAMPOS**

Colonials Importers

Madrid, September 15 th, 191...

*Dear Sir,*

Madrid - Barcelona

We have hereby the pleasure to advice you that we have this day, by a regular notarial deed, given our procuration to Mr. NICHOLAS BARCO, who is going to act as the managing agent of our branch house established in Barcelona.

Therefore he is charged with the despatch of any business of ours throughout Catalonia, and we beg you to reserve him your valued orders and to have for him the same confidence which you always demonstrated to our house. We remain

*Yours truly**Benares & Campos.*

Mr. Nicholas Barco will sign: *p. p. BENARES & CAMPOS.*

*Nicholas Barco*

(See also N. 229 to 232).

## d). Retirement or Death of Partners Continuance of business under new firm

23.

Oporto, May 15<sup>th</sup>, 191.*Mr. Lewis Molfin*PARIS

Dear Sir: — My advanced age and the weak state of my health have induced me to relinquish the direction of my business. I thank my esteemed correspondents for the confidence they have honored me with during so many years, and beg them to extend the same to my two sons John and Lewis, who, owing to my delicate health, have at different times carried on my business alone for several months.

By travels and prolonged sojourns in other countries, especially in Bordeaux and Hamburg, where they served many years, in the first exportation-houses, both have rendered themselves fully competent to maintain, nay to increase, the reputation of my establishment. They have become perfectly acquainted, under my direction, with the commerce of this place in drugs and dyes, and I can assure my correspondents that they may intrust their interest to my sons with the same confidence with which I intrust to them the management of my house, which will continue under the new firm of

### M. SUAREZ' SONS

without suffering any diminution of capital.

Repeating with this notice my sincere thanks, I request your attention to their signatures, and remain your obedient servant

*M. Suarez,*

---

Mr. Marcellus Suarez ceases to sign: *M. Suarez.*

, John Suarez will sign: *M. Suarez' Sons.*

, Lewis Suarez , , *M. Suarez' Sons.*

24.

## SAPPIA &amp; CASTELLO

PURVEYORS TO THE

NEW PACIFIC RR.

for telegrams:

Satello - Los Angeles



Code used:

Mackintosh II. Ed.

LOS ANGELES (CAL.)

Los Angeles (Cal.) June, 2nd, 191...

*Dear Sirs,*

We take the liberty to apprise you that Mr. James Sappia, wishing to recede from business, withdraws to-day from our firm of which he has been the chief-manager during a period of more than twenty years.

Though his retirement to a quiet life upon his estate in Oakland awakens our deep regret at being deprived of his intelligent cooperation, nevertheless his laborious career meriting this repose, our best wishes see him with all our sympathies in his new abode.

Nothing will however be varied in the routine of our affairs, for Mr. James Sappia offers as a successor, his son Robert, who enters our house from to-day as an acting partner. We trust that you also will not make any change in the business connexions which have existed to our mutual satisfaction for so long, but you will continue the confidence which we shall, as formerly, make it our study to merit by a conscientious regard to your interests.

Please to take notice of the signatures at foot and accept our best salutations.

*Yours truly*  
*Sappia & Castello.*

Mr. James Sappia ceases to sign: *Sappia & Castello.*

Robert Sappia will sign: *Sappia & Castello.*

**Messrs. Espronceda & Castellar.**

MERCHANTS

P. O. B. N. 141

MARACAYBO

(Venezuela).



25.

**NARDIN, RANG & Co.****Coffee Brokers****PARIS**

Paris, December 31 st, 191...

*Gentlemen,*

We regret we have to inform you that in consequence of the painful loss we sustained last November, by the death of our Mr. Victor Rang, whom Fate bereft us of in the best years of his life, the Society of NARDIN, RANG & Co., just now expired, will no longer be carried on under the same style.

The business of this firm will henceforth be taken over and continued by the two surviving partners Messrs. *Nardin & Lepetit*, as the annexed circular will apprise you of.

Trusting you will place in the new concern the same confidence as enjoyed by the old firm, we thank you for your kindness and remain

*Yours truly**Nardin. Rang & Co.***Messrs. NOSARDI & BIANCHI**

Dealers in Colonial Produce

P. O. B. N. 70

GENOA.

25 bis

ANNEXED

**NARDIN & LEPETIT**

Paris, January 1 st, 191...

COLONIAL BROKERS

**PARIS***Gentlemen,*

Referring you to the circular on the other side, we beg to acquaint you that, in consequence of the demise of our much valued friend and partner Mr. V. RANG, the Society of *Nardin. Rang & Co.*, expired on the 31 st December, last, has become virtually extinct.

We, the undersigned, will take over and continue the business of said firm, and for this purpose we have formed a new company, dating from to-day, under the style of

**NARDIN & LEPETIT.**

We have no doubt that this arrangement will meet your approbation, and secure to our new establishment a full measure of that confidence which the old firm had so long the honor to enjoy, and to merit which we shall use, as in the past, our most strenuous exertions.

Requesting your attention to our respective signatures and soliciting a continuance of your valued favors, we remain, sirs, yours faithfully

*Nardin & Lepetit.*Mr. L. Nardin will sign: *Nardin & Lepetit.*, V. Lepetit , , *Nardin and Lepetit.*

26.

**LOG, BIRD & Co.**Shipping Agents  
**LIVERPOOL**

Liverpool, November 30 th, 191...

*Dear Sir,*

We beg to inform you that our partner Mr. WALTER BIRD desiring to retire from business, our company, having arrived at its contracted term, will now but exist for the complete winding up of its affairs.

M. LOG is charged with the duty of this liquidation, which he will effect in retaining the signature of the firm, and, in due time, will make you acquainted with his proposed arrangements.

We beg you to accept our best thanks for the kindness you have always shown us during our long and friendly relation, and to believe us

*Yours very truly*  
*Log, Bird & Co.*

27.

**LOG & BULL**SHIPPING AGENTS  
**LIVERPOOL**

ANNEXED

Liverpool, January 1 st, 191...

*Dear Sir,*

Referring you to the circular of Messrs. LOG, BIRD & Co., dated November the 30 th, we have the honor of informing you that this very day we have taken over the business of the dissolved firm LOG, BIRD & Co, under the new style

**LOG AND BULL.**

We trust that the agreeable connexion formed between your house and ours will continue as during the past, and that we shall be able to bring it to a larger development.

Please to take due note of our respective signatures set below, and accept, with our offers of service, our thanks for your past favours

Yours obediently  
Log & Bull.

Mr. W. Log will sign: *Log & Bull.*  
 , P. Bull    "    "    *Log & Bull.*

Mr. BERNARD CALLADO

SHIP-OWNER

(Teneriffe)

SANTA CRUZ

28.

RED, WHITE & Co.

London, April the 1 st, 191...

Mines Proprietors

Coals-Exporters

London-Newcastle

Gentleman,

We beg to inform you that our Mr. WILLIAM BLACK is giving up his business, and withdraws to-day from our firm to spend in quiet the remainder of his years. His retirement, though grieves us, will not affect our house in any way, as we shall carry on the same branch of business under the former style with previous capitals.

Have the kindness to continue to honor us with your confidence, and be assured that we shall, in return, neglect nothing to render ourselves worthy of the same. We remain, sirs, yours truly

Red, White & Co.

Messrs. WHITESTONE & LUNG

COAL IMPORTERS

(Norway)

STAVANGER.

e) Offices, Salerooms  
or Storehouses removed elsewhere.

29.

CAVALLINI BROS.

*Agrarian Engines  
and Implements Stores*

**MILAN**

Milan, March the 12 th, 191...

*Dear Sir,*

We hereby beg to apprise our much honored correspondents that on the 1 st April next we will remove our salerooms and storehouses to No. 5, *Manzoni Street*, ground floor. These new and ample rooms, and the continuous extension of our business, permits us to increase our assortment so as to meet any request of our friends.

While we beg you to note our new address, we cannot neglect thanking you for the confidence with which you have hitherto favoured us, and while requesting a continuance of the same, we await a kind visit from you, and remain your faithfully servants

*Cavallini Bros.*

30.

NAPOLEON BOZZANO

*Artistic  
Furniture Maker*

**ROME**

Rome, December the 30 th, 191...

*Dear Sir,*

Give me leave to inform you that, to begin from the 1 st January next, I remove my show-rooms and office to an ampler and more suitable apartment situated at No. 14 new Humbert I Street. I beg you to take note of it and to address there your correspondence or any other parcel directed to me.

Always dedicated to your valued orders, I seize the opportunity to present you my best wishes and kind regards for the New Year, and remain

*Yours truly  
Napoleon Bozzano.*

(See also No 60).

**f) Partnerships dissolved and formation  
of new Firms.**

**31.**

Hamburg, date as postmark.

*Dear Sir,*

We, the undersigned, beg to inform herewith our esteemed-correspondents and friends that the two mercantile establishments which have existed hitherto under the firms of «GEORGE TINK», and «ROBERT WIRT» will be united from the 15th August next, and the business of both houses continued under the new style of

**TINK & WIRT.**

We kindly request our correspondents to carry over their outstanding accounts to the new firm, and to continue to us their former favours. Our business will in other respect undergo no change, as our principal occupation will be, as heretofore, the importation of Colonial Products.

Our individual zeal and care procured us hitherto the approbation of our respective clients, and our efforts to serve them to their full satisfaction will only be increased by this union. While we beg you to take due note of our signatures, we have the honor to acquaint you that the new concern will establish its office at *No. 41, Old Market Street.*

Looking forward to your valued orders, we remain

*Yours truly*  
*Tink & Wirt.*

Mr. W. Tink will sign: *Tink & Wirt.*  
„ R. Wirt „ „ *Tink & Wirt.*

---

**Mr. N. CANALIS**

*Exchange Square*  
(Portugal) **FARO.**

32.

Caracas (Venezuela), August 31 st, 191...

*Dear Sir,*

We have the honor to inform you that the society existing between us under the style of

## BEVAL & CAMPOL

is by common consent dissolved from this date.

Mr. Beval is charged with the liquidation of said concern and will have the advantage to let you know his further disposition by a special circular.

Thanking you for the confidence with which you always honored us, we beg you to accept our best compliments.

We remain, sir, yours faithfully

*Beval & Campol.*

Mr. Beval will sign: *Beval & Campol in liq.*

33.

ANNEXED

Caracas (Venezuela), September the 1 st. 191...

*Dear Sir,*

Referring you to the circular of the 31 st. August last, which informed you of the dissolution of the firm BEVAL & CAMPOL, we have the pleasure to acquaint you by this present that from to-day we have established a new society which shall continue the same branch of business of the preceding one under the style

## BEVAL AND NARANJEZ.

We beg to solicit the same confidence, which the old firm had so long the honor to enjoy, as you may be persuaded we will do our best to merit it.

Requesting your attention to our respective signatures set here at foot, we remain, sir,

*Yours truly*

*Beval & Naranjex.*

Mr. V. Beval will sign: *Beval & Naranjex*

, N. Naranjex      , *Beval & Naranjex.*

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34.

REPLY

**VARALDI & SANI**

Montevideo, September the 15 th, 191...

Colonials Importers

*Messrs. Beval & Naranjex*

Montevideo-Salto

CARACAS (Venezuela)

Dear Sirs: — We received, contemporary with Messrs. Beval & Campol's letter announcing us the dissolution of their society, your circular dated September the first in which you apprise us of having established a new firm for the continuance of the same branch of business carried on by the preceding house.

We have taken due notice of your signatures and we can assure you, you have acquired by right the confidence you solicit, on account of the good relations we have always had with Messrs. Beval & Campol, and it is with the greatest pleasure we know the former continuing business with a new partner who is a good friend of ours.

Awaiting a favourable opportunity to keep on our relations, we remain

*Yours very truly*

*Varaldi & Sani.*

35.

MENDES, GALDOS &amp; Co.

Skins, Tallow &amp; Horns

Exporters

PAYSANDU (O. R.)

URUGUAY

Paysandu, the 15 th January 191...  
(Oriental Rep.)*Dear Sir,*

Allow us to acquaint you  
that the Society of MENDES &  
GALDOS, established in 1916, having arrived at  
its term, was renovated on the 1 st instant under  
the new social firm of

Mendes, Galdos & Co.

having considered as a duty of ours, the ad-  
mission as a partner into our firm of Mr. Vin-  
cent Caraña, whose capacity we cannot but  
highly appreciate, and whose sincere interest  
in our house has cemented a mutual friendly  
attachment.

Hoping to be intrusted with the continuation  
of your valued orders, we beg you to take  
regular note of our respective signatures and  
meanwhile we remain

*Yours faithfully**Mendes, Galdos & Co.*Mr. L. Mendes will sign: *Mendes, Galdos & Co.*, P. Galdos , , *Mendes, Galdos & Co.*, V. Caraña , , *Mendes, Galdos & Co.*

Mr. VICTOR CAMPINA

P. O. B. No. 918

PUNTA ARENAS

(Costarica)



**g) Partnerships wound up and retirement  
from business.**

**36.**

*Vienna, July the 15 th, 191...*

*Gentlemen,*

The inexorable scythe of death has, all of a sudden, carried off my beloved husband, Frederick Blonck, in the prime of life and in the midst of his prosperous career.

This loss so painful to me, and the desire of devoting myself entirely to the education of my three children, have enduced me to leave off the trade of my dear husband and to liquidate his affairs in legal course. The Commercial Tribunal of Vienna has, for this purpose, charged with the winding up a clever book-*à*-ccountant, Mr. Baldstein (N. 15 Lang Street), to whom you are to apply for every information in this respect.

In presenting you my best thanks for the confidence which you have been so kind as to grant to my deceased husband, I beg you to accept the assurance of my perfect esteem.

*Irma Werth Widow of Mr. Blonck.*

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**Mr. GALAZZI & BERNA**

**Merchants**

(Italy)

**BUSTO ARSIZIO.**

**37.**

**Lewis Blanch & Sons**

*Madrid, September the 28 th, 191...*

**MADRID**

*Dear Sir,*

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In cause of the irreparable loss experienced by us with the death of our beloved father, which recently happened, our society is dissolved. Mr. Charles Blanch, our eldest brother and partner, is charged with its winding up, conserving the social signature.

We thank you very much for the confidence shown hitherto to us and remain

*Yours very truly*

**Lewis Blanch & Sons.**

38.

REPLY

LEWIS PIDAL

WASTE  
WOOL & SILKDealer  
BARCELONABarcelona, October the 3<sup>rd</sup>, 191...*Messrs. Lewis Blanch & Sons*MADRID

Dear Sirs: — Your last circular duly reached me. With the greatest sorrow I took notice of the irreparable loss you suffered with your beloved father's death.

The cordial relations I had with him, the sincere friendship which united us during his laborious career, the special qualities of mind which distinguished him, impel me to pass over to his sons the whole affection and esteem I had for their father.

It is for me a consolation to think I can, still for some time, continue with your Mr. Charles the long series of commercial relations wherewith I had always to be pleased. Have the goodness to present to your esteemed family the sentiments of my bitter sorrow and accept the assurance of my hearty friendsnip.

*Yours very truly,  
Lewis Pidal.*

## § 1. — CIRCULARS & NOTICES (*Cont.*)

### 2) TRAVELLING CLERKS AND PROXIES

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#### a) Travellers accredited to clients

39.

**BORG & SCHWARZ**

*Electric Engines Builders*

**VIENNA**

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Vienna, *September the 1 st, 191...*

*Gentlemen.*

We beg to inform you that, from this date, Mr. HENRY WEISS, who has been with us over ten years, will call upon you, to present to your kind perusal the drawings of our last engines, in the place of Mr. JOHN ROT, who is taking other important duties. Our aforesaid traveller shall have the pleasure to pay you shortly a visit, and we trust you will favour him with your valued orders, which shall be, as usually, executed with every care.

Always ready to serve you, we remain

*Yours faithfully*

*Borg & Schwarz.*

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**Messrs. B. LANZANI & Co.**

Electric Engineers

(Italy)

**MILAN.**

40.

VAN BEUTEN &amp; DIJK

Antwerp, the 5th February, 191..

Laces Manufactory

ANTWERP

*Dear Sir,*

We have the honor to let you know that we have just now engaged Mr. DOMINICK VAN STEVEN in quality of traveller for our house, and have given him our procuration for the continuance of his journey, which he shall undertake shortly, for our account, visiting the principal towns of Europe and Asia.

We beg you to acknowledge him as the representative of our firm, and to reserve him your orders, for, you may be sure, we will give you entire satisfaction.

Please take note of his signature, which you will find beneath, and believe us ever

*Yours very truly*  
*Van Benten & Dijk.*

Mr. Dominick Van Steven will sign: *p. p. Van Beuten & Dijk.*  
*D. Van Steven.*

### b) Notice of Travellers paying visits to customers.

41.

CHARLES BROGGIA

Milan, post stamp date.

Maker of buttons  
of every description

MILAN

*Dear Sir,*

I beg to apprise you that my traveller Mr. A LANDINI will shortly have the pleasure of visiting you with a very rich assortment of buttons of the latest fashion.

Recommending him earnestly to your usual friendly welcome, I hope you will reserve him your valued orders which, as in the past, shall meet my best attention and care.

For your guidance I may add that M. Landini, aforesaid, being invested with my proxy is also charged with the settlement of accounts and their relative collections.

Thanking you beforehand for all that you will be pleased to do in behalf of my traveller, I remain yours very truly

*Charles Broggia.*

42.

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## **Cabras, Balaguer & Co.**

MAKERS OF MATS OF EVERY DESCRIPTION

**M A D R I D**

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*Madrid, date as post mark.*

*Dear Sir,*

We take pleasure in apprising you that our partner Mr. A. BALAGUER will have the honor of visiting you within a few days and present to your perusal our latest collection of mat patterns. We earnestly recommend him to your usual friendly welcome, begging you to reserve for him your highly valued orders, which will be executed with every care, as it is customary with us.

We remain, very respectfully, yours

*Cabras, Balaguer & Co.*

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c) **Change of Travellers or Proxies.**

43.

**RANGOTTI & CUPI**

Timber Dealers

Steam Sawing Works

TREVISO



Treviso, August the 1 st. 191...

*Dear Sir,*

Mr. ALBERT BENCINI, as you are aware, has had till now our proxy and has frequently and for lengthened periods managed our business alone, when we have been abroad on journeys necessary for our interests. But Mr. Bencini having accepted the honorable offer of a Milanese firm, undertaking the conduct of their affairs, his procuration for our house ceases from this day forth.

The great and well deserved confidence we had placed in him would render it more painful for us to miss him, if, having foreseen this event, we had not been able to look out in time for a substitute, and had not succeeded in finding in the person of Mr. MALVEZZI, who has till now travelled for the extensive business of Messrs. *Bonati & Co.* in Monza, one, to whom we can entrust the managing of our establishment with perfect reliance. This gentlemen will, from this day, sign for us by procuration, and we request you to direct your attention to his signature here at foot.

We seize the opportunity to acquaint you herewith that our new traveller Mr. BONA will

have the honor to pay you a visit some day of this week. We beg to rely on your friendly welcome and dare assure you that you may depend upon every attention being paid to your valued orders, as well as to their prompt execution, and remain, sir, yours very truly

*Rangotti and Cupi.*

Mr. L. Malvezzi will sign: p. p. RANGOTTI & CUPI

*L. Malvezzi.*

44.

• Registered •

**PAUL LAROCHE.**

*Bordeaux, July the 1 st, 191...*

Exporter of first class wines

*Dear Sir,*

**BORDEAUX**

I beg herewith to advise you that Mr. *Lewis Grammont*, my traveller hitherto, has quitted my employment to devote himself to other affairs. Any intromission in my business and his signature by procuration have therefore ceased from to-day, consequently I will consider as null any transaction he may close in my name.

Mr. HENRY BONET, his successor, will shortly have the honor of paying you his respects.

In recommending him earnestly to your kind welcome, I beg you to notice his signature below, and to believe me yours respectfully

*Paul Laroche.*

Mr. Henry Bonet will sign: p. p. PAUL LAROCHE

*H. Bonet.*

45.

**M. BARK & Co.** Pittsburg (Pennsylvania), *July the 15, th, 191...*

MINERAL OILS

Exporters

**PITTSBURG**(PA. U. S.)  
— — — — —*Dear Sir*

The great extension of our business with your town and with the Ligurian Riviera, where so important industrial establishments are thriving, and the valuable connections we have formed with them, induce us to appoint Mr. John Clarkson, a Civil Engineer, our General Agent in Liguria as a substitute of Mr. Nardini, our former representative, who under the guidance of our aforesaid General Agent will have the care of our interests on the market of Spezzia.

Mr. Clarkson is furnished with our proxy, and we feel confident he will, by his experience and activity, contribute to the advantage of both parties, and induce you to favor us more frequently with your orders

We solicit for our General Agent the manifestation of the same friendly services, which have been so often shown to Mr. Nardini, and are convinced that nothing, on his part, will be wanting to mark the high sense which we entertain of a connection with your respectable house. Mr. Clarkson will shortly have the honor to present his regards to you, and we beg you to reserve him your commands and to take due note of his signature here below written. We remain, Sir, your very obedient servants

*M. Bark & Co.***Mr. John Clarkson will sign: p. p. M. BARK & Co.***John Clarkson.***Mr. NICOLAS ODERO**

SHIP-BUILDER

**GENOA**  

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## § 2.

### OFFERS OF SERVICE

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**Proposals to engage in business followed by :**

- a)* Favorable answers.
- b)* Replies entitling to hopes.
- c)* Answers in the negative.

**46 — 57**

## § 2 *bis.*

### OFFERS OF SERVICE

**Maritime Branch.**

**58 — 60.**



## § 2. — OFFERS OF SERVICE

FOLLOWED BY

### a) Favorable Answers.

48.

**L. BENJOHNSON**

COMMISSION AGENT

Dry Fruits Exporter

NEW YORK (U. S.)

New York, April 15 th, 191...

*Mr. David Erskine*

Pensacola (Florida U S.)

Dear Sir: — Under the auspices of our mutual friends Messrs. Bengard Bros, of this place, I take the liberty of making you an offer of my services in quality of a Commission Agent in general, and a Dry fruits Exporter in particular, as you will be informed by the annexed circular, a copy of which I had the honor to hand you in due time.

Animated with a sincere desire to become connected with your esteemed house, I would make every effort compatible with my interest, to induce you to grant me a preference, or at least a share of your orders, which will be executed with every care.

Awaiting a favourable reply, I beg to remain respectfully

*Your obedient servant*

*L. Benjohnson.*

47.

REPLY ('1)

**David Erskine**  
**COLONIALS DEALER**  
*Broadway 115*  
**PENSACOLA (Fla)**

Pensacola (Florida), *April the 20th, 191...*

*Mr. L. Benjohnson*

**NEW YORK**

Dear Sir: — I am in receipt of your valued favor of the 15th inst., enclosing your circular of preceding date.

I have taken due note of its contents, and paid the best attention to your signature. Receive my sincere thanks for your kind offers of service and my best wishes for a complete success in your new enterprise. Desiring to give you an incontestable proof of the high opinion I have conceived of your house, I hand you herewith an order for the purchase of several articles of your line, which you will be pleased to execute with the shortest delay possible, shipping the goods on the first steamer leaving for this port. Relying on your best attention to this small commission, I remain, dear sir, yours very truly

*David Erskine.*

(1) For the continuance of this operation see Nos. 139 to 142

48.

**Barring & Cook**  
**Linen - Drapers**  
**NOTTINGHAM**

Nottingham. *January the 12th, 191...*

*Messrs. Nicolas Viani & Co.*

**FLORENCE**

Dear Sirs: — We take the liberty of writing to you to recall our firm to your remembrance, and, at the same time, to inform you that we have received from our manufactories all the

new fashions for next Spring. This year we have a great choise of fantasy patterns at all prices, amongst which, we are persuaded, you will find a great many to your taste.

To this purpose we beg to send you an assorted collection of textiles of high novelty, the sale of which, for their cheapness, would be certain in your house. We hope you will not forget us but continue, as in the past, to honor us with your valuable orders.

Yours very truly

*Barring & Cook.*

19.

**N. Viani & Co.**

English Novelties Store

**FLORENCE**

REPLY

Florence, January 18<sup>th</sup>, 191...

*Messrs. Barring & Cook*

Nottingham (England)

Dear Sirs: — In reply to your favor of the 12<sup>th</sup> inst. we thank you, before all, for the kindness shown us in sending a very fine collection of patterns. We are awaiting the return of our Mr. Silvani who is on his voyage home, in order to have his opinion on the hues and drawings to be chosen. You may rely on our trasmitting you within short an important order, as we have always been satisfied with your expeditions, both for the quality of goods and the punctuality in the execution of same.

In the meantime we remain, sirs, yours truly

*Nicolas Viani & Co.*

## § 2<sup>bis</sup> — OFFERS OF SERVICE

FOLLOWED BY

### *b) Replies entitling to hopes.*

50.

**Bajadoz & Ruiz**

Inland Produce Exporters

**HAVANA (Cuba)**

Havana (Cuba), January 18<sup>th</sup>, 191...

*Messrs.*

*Thomas Tabarchi & Co.*

**MILAN**

Dear Sirs: — Under the protection of Messrs. Erba Bros of your town, we beg to offer you our services.

Since long we would have manifested the desire of entering into a close connection with your respectable firm, had we been known personally by you. But now that a long series of business, transacted with the esteemed firm of Erba Bros, has demonstrated to these Gentlemen our solidity and honorableness, we dare solicit your orders, assuring you we will grant you all those facilities our interest permits us to allow.

Our trade consists in the sale of products of this rich country, viz: sugar, coffee, tobacco, of which we can provide you with the superior qualities proceeding directly from the best farms, and also rum, sugar-cane brandy of the best distilleries. We shal' be very happy if we succeed in demonstrating to you how worthy we are of your confidence.

Awaiting a favorable answer from you, we remain, sirs, yours faithfully

*Bajadoz & Ruiz.*

51.

**T. TABARCHI & Co.**

COLONIALS DEALERS

**MILAN**

**REPLY**

Milan, February the 5<sup>th</sup>, 191...

*Messrs. Bajadoz & Ruiz*

**HAVANA (Isle of Cuba)**

Gentlemen: — In reply to your esteemed letter of the 12<sup>th</sup> January last, we have the advantage to tell you we are very much flattered by the good opinion you have of our firm. We are glad the opportunity has presented itself to be acquainted with your respectable house, and be persuaded we will avail ourselves, in due time, of your offers.

In this moment requests are scarce because commerce is slack and we dare not risk to transact any important operation. However, in order to begin our relations, with the hope they may in future become important and of mutual advantage, we beg you to send us some samples of coffee, writing us word on the corresponding price and terms. Should they give us a hope of a small benefit, we will give you a commission adequate to the requests on market.

Allow us to beg you, in your turn, to favor us with your orders for all that you may judge us capable to do for you in our country. Meanwhile we remain, sirs, yours truly

*Thomas Tabarchi & Co.*

52.

*John Burto & Co.*

Milan, the 29<sup>th</sup> September 191...

Commission Agents  
for **CHEESE, SAUSAGES.**

*Messrs. Longstrom & Co.*

and  
Alimentary Preserves  
of Every Description

BERGEN (Norway)

**MILAN**

Dear Sirs: — With the hope of increasing the number of our correspondents in Danemark & Norway, we have desired several

friends of ours to inform us of the principal mercantile houses of both countries, with which we might negotiate with safety. As they have convinced us of your integrity, and of the important commissions you give to your friends for the sale and purchase of various goods, we request you to accept our services, which we offer you upon all occasions you may judge us fit for.

Our principal commerce consist in buying and selling, on commission cheese, sausages and alimentary preserves of every kind. We flatter ourselves that, when you have known our method of transacting business and of consulting the interest of our friends, you will readily consent to carry on a correspondence that will be equally useful and advantageous to both.

You may, on your part, make enquiries of whom you please concerning our firm, as we are persuaded no one can, with justice, say any thing to our disadvantage.

We hope you will favour us with your orders, as you may be assured of our vigilance to promote your interest, being principally desirous to convince you of the perfect regard with which we have the honor to be, Gentlemen, your very humble servants

*John Burton & Co.*

53.

**J. LONGSTROM & Co.**Dealers in Salt provisions  
of every description**BERGEN**

REPLY

Bergen, October the 7<sup>th</sup>, 191..*Messrs. John Burto & Co.***MILAN**

Dear Sirs: — In reply to your favour of, the 29<sup>th</sup> September last, we beg to inform you that we are much flattered by the favorable opinion you entertain of us. We shall embrace with pleasure the opportunity of cultivating an acquaintance with your respectable firm, finding no necessity to make further inquiry, and we shall, upon occasion, unhesitatingly avail ourselves of your obliging offers.

We assure you that at present both our orders of purchase abroad, and remittances of goods to be sold on commission in Italy, are very inconsiderable, for trade has been languishing so long, and does not hint to better, that we are unwilling to embark in any new enterprise.

Looking forward to more favorable opportunities, we remain yours truly  
*J. Longstrom & Co.*

## § 2<sup>ter</sup>. — OFFERS OF SERVICE

FOLLOWED BY

### c) Answers in the negative.

54.

**C. CANDIANG**Commission - Agent  
Mulhausen (Alsace)Mulhausen (Alsace), May 19<sup>th</sup>, 191...*Messrs. Gandini & Rossi***NOVARA**

Dear Sirs: — The flattering terms in which your house is spoken of here, render me extremely desirous of entering into business relations with you, and therefore I beg to offer you my services, if you have no engagements with any other agent, for all the purchases you may have to make in this place. Having been these many years in almost daily intercourse with the principal manufacturers of our town, and being always well informed concerning all the newest articles produced, I flatter myself, should you put my service to profit, you would have cause to be satisfied with the conditions on which I could procure you any article you might desire.

Awaiting a favorable answer, I remain, yours truly

*C. Candiang.*



55.

**GANDINI & ROSSI**WOOLLEN DRAPERS  
**NOVARA**

REPLY

Novara, May 22 nd, 191...

*Mr. Charles Candiang*MULHAUSEN (Alsace)

Dear Sir: — We feel much obliged to you for the kind compliments to our firm contained in your letter of the 19 th inst., and we should gladly avail ourselves of your knowledge and experience, if there were a greater demand here for the textiles manufactured in your town. There is scarcely any, as a marked preference exists for Parisian articles, and we see no likelihood of a probable change in this respect. We therefore regret to be unable to profit by your services, more especially as we are convinced we should have had cause to be satisfied with you. We remain yours truly

*Gandini & Rossi*

56.

**CAMPOS & MOLINA**

Importers of Italian Goods

SANTOS

Branch - houses in Bahia  
and Pernambuco

per s/s « PERSEO » (1)

Santos (Brazil), September 10 th, 191...

*Messrs. Pasta & Vigone*NAPLES

Dear Sirs: — With the view of enlarging the number of our correspondents in Italy we have desired several of our friends to favor us with the addresses of the principal Italian exporting firms with whom we might form new business connections with full confidence. Your respectable house was pointed out to us as one of the best, and they set off the probity and scrupolousness of its partners.

We beg therefore to present you our services because we are convinced that as soon as you know our manner of acting in business

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(1) Name of steamer whereby the letter is sent off.

and the zeal with which we look after our friends' interest, you will willingly keep on a correspondence which is to turn out of mutual advantage.

Our commerce consist in the purchase and sale, for account of our friends, of Italian products and articles of general exportation which meet here a ready and profitable sale, viz: alimentary pastes, olive oil, dry mushrooms, Reggian cheese, and other eatables, as well as Tuscan and Cavour cigars, wool and cotton fabrics, and so on.

We trust you will honor us with a small consignment of goods, were it but to make an essay, and you may be sure we will do our best and neglect nothing in order to deserve your confidence. As to the doubts you may have on our solidity, you shall easily dissipate them by making the due inquiries on our house, and we feel confident no one can loyally speaking, disrepute our firm. Awaiting your kind answer, we remain, sirs, yours very truly

*Campos & Molina.*

57.

REPLY

**PASTA & VIGONE**

Naples, the 8th October 191...

EXPORTERS  
NAPLES

*Messrs. Campos & Molina*

SANTOS (Brazil)

Dear Sirs: — We are in due receipt of your esteemed favour of the 10th September last. We regret very much to be obliged to tell you that we cannot accept your offers of service having already representatives of our confidence established since long in the towns of Santos and Bahia, of whom we have no motive to complain so that any idea of substituting them is quite far from us.

*Yours respectfully  
Pasta & Vigone.*

§ 2<sup>bis</sup> — OFFERS OF SERVICE

## MARITIME BRANCH.

58.

**CHARLES BERTINI****Coal Merchant****GENOA****SPEZZIA-SAVONA**

(1).

*Genoa, January the 15 th, 191...**Messrs. Bial & Gomez***BARCELONA**

Dear Sirs: — As I have been established these many years as a coal merchant in the harbour of Genoa, having branch offices at Spezzia & Savona, and as I am since 1916 the purveyor to the principal Spanish Steam Navigation Companies, I beg to offer you my services for the bunker coal supply of any of your steamers which may call at the above mentioned harbours.

Please to find herewith a form of the contract I generally adopt with said Companies and remark the low price I charge, inclusive of trimming, at which figure no competing firm can possibly supply you their coals.

It will be an honour for me if you favour me with your valuable orders and I remain yours truly

*Charles Bertini.**(Encl. 1 Blank)*

59.

**BISSO & COSTA****SHIP AGENTS****Depositories of the***nec plus ultra varnish***NAPLES**

(11).

*Naples, March the 11 th, 191...**Messrs. Brown & Green***Ship-owners****LIVERPOOL**

Dear Sirs: — We are informed that on the first April next your « King Edward VII » will arrive at Naples. We think this vessel must have a dirty bottom, in as much as she has not been docked since six months, and therefore she wants an immediate cleaning

We beg to offer you our services in case you should feel inclined to give us order to present. In your name, a solicitation to the « Neapolitan dry dock Co. » to allow your steamer to come into dock on the 2nd April next, because a fixed date must be stated if you wish to have a regular docking turn. We see no difficulty in case of necessity in cleaning the bottom of this vessel with the cargo in her holds,

because the quantity which remains on board, to be carried afterward to Genoa, is so small that the difference in the ship's draught will be slight.

We think that the ship's complete scraping and coating can be executed in one day if you make use of our renowned submarine painting « *Nec plus ultra* » which we are disposed to sell you, as per inclosed price-list, at a very reduced price. In such a case your steamer should only pay the dock dues for a twenty four hours' stay. You shall be easily persuaded that if you charge us with your steamer's docking, scraping and coating you are to realize a remarkable saving in the three operations, what affords us the hope that you will be induced to give us the preference.

Messrs. Pikman & Co., important ship-owners at your port, who honor us constantly with their orders, will exhibit you such testimonies as to convince you of the seriousness of our proposals and of the perfect execution of our work.

Awaiting your favourable answer, we remain, sirs, yours very truly  
Bisso & Costa.

60.

(III).

**Marzagalli & Picini**

Leghorn, May the 16 th, 191..

Ship Agents &amp; Brokers

**Messrs. Maelsen & Rangstrom**

LEGHORN AND NAPLES

**COPENHAGEN**

Dear Sirs : — We beg herewith to inform you that to meet our friends' desire, we decided to enlarge our branch house at Naples and therefore we removed our offices to N. 188 Humbert I Avenue, first floor. The splendid situation of the new apartments shall, no doubt, contribute to develop the business to which we intend to devote our particular cares as « *General Ship Agents and Brokers* ».

Our decision to do a good work and the activity of our staff are a dledge that business confided to our cares will be executed with the utmost despatch and to the full satisfaction of our friends. We are besides disposed to give our clients all moral and financial guarantees which may be requested of us.

While we beg you to take due notice of what we state above, we feel confident you will do us the honor of entrusting to our care the interests of your vessels calling at Naples and Leghorn, for you may be fully convinced of our best protection being reserved to them, and that we will do our utmost to despatch each steamer the soonest possible, charging you nevertheless the lowest rates.

While we are awaiting your valued orders, we beg to remain yours very faithfully  
Marzagalli & Picini.

(See also Nos. 245 &amp; 490).

**§ 3.**

**LETTERS**

**to revive slack business connections.**

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**61 - 68**

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## § 3. — LETTERS

### TO REVIVE SLACK BUSINESS CONNECTIONS

61.

Genoese soup paste  
factory



JAMES SOLARI  
GENOA

(iv).

Genoa, November the 26 th, 191...  
*Messrs. Nelvil & Bride*

RANGOON

Dear Sirs: — I remark with great regret that our business connections, which have always been so agreeable and of mutual advantage, are dull since some time. As I attach a great weight to them, I am

fancing which may be the cause of such a slackning, for, should I find it out, I would do everything to remove it.

I beg you therefore not to conceal me any longer the motive of it and to this purpose I rely on your frankness and friendship. Be sure I will fully appreciate your confidence and while I thank you in advance, I beg you to admit my best regards. Yours truly

*James Solari.*

62.

ANISE & SANI  
CLOTH and SILK  
Commislon merchants  
CATANZARO

— • — • —  
(v).

Catanzaro, July the 15 th, 191...  
*Messrs. Percic & Crivic*

ANTIVARI

Dear Sirs: — We are truly sorry to observe that since some time your orders are getting scanting. We will certainly not ascribe the consequence of it to a slack of your good disposition towards us, but to the special conditions of your market, which are not quite favourable to business in this season of the year.

We hope a favorable change will shortly take place, and we feel confident you will profit by it to revive once more our friendly relations. You can rely on our alacrity to render us worthy of your confidence, and be sure that we shall never neglect our duty of protecting your interest. Hoping you will support us in our supposition and meet us in our wishes, we remain faithfully yours

*Anise & Sani.*

63.

Sulphur Mine 'Star ,



G. LIPRANDI Prop.  
**GIRGENTI**

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(VI).

Girgenti, August the 15 th, 191...

*Mr. P. Long*

Aberdeen (Scotland)

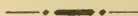
Dear Sir : — While examining the Registrar, containing the letters I received during the foregoing six months, I happened

to read your favour of May the 5 th last.

I remark with regret, that since said date I had no further opportunity to show you my great desire to serve you and to make it evident that no one, better than I, can be disposed to meet your wishes and to grant you all possible facilitations in the sale.

Do your best to revive up the dejected state of our business relations and I shall be much obliged to you for it. Awaiting your valued orders, I remain

*Yours truly*  
*G. Liprandi.*



64.

Large Wine Stores



BINI & CANTI  
**BARLETTA**

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(VII).

Barletta, July the 1 st, 191...

*Messrs Carusi & Cino*

**CALLAO**

Dear Sirs : — We regret very much our being deprived since a long time of your favours, and we cannot account for the motive of your silence.

As we are persuaded to have served you always with the utmost care, we dare hope that the deficiency of your orders is to be ascribed to the present conditions of the market, which are not favorable to business. Should we be unluckily deceived in our supposition, and should the cause arise from a loss of confidence, on your part, for any involuntary fault committed by us, we beg you to point it out to us with a friendly frankness and we assure you we will do our utmost exertions to prevent the repetition of it and will try to make amends by compensating you in the best way.

While we promise you to redouble our zeal in the execution of your orders, we beg to await them soon, and remain, sirs, yours obediently  
*Bini & Canti.*



65.

**L. STORTIERO**

ORANGES, LEMONS  
AND DRIED FRUITS  
DEALER  
**TRAPANI**

(VIII).

Trapani, December 31 st, 191...

*Mr. N. Grieb*

**Lübeck**

Dear Sir: — In balancing off my books for the annual closing, I remark with the greatest regret that, from the first day of September last hitherto, our connections have been almost null.

This slackness must, no doubt, astonish me a great deal because up to that date our business relations were constantly agreeable and profitable to both of our firms. I feel confident you will soon revive our long existing connections, so much the more that I have demonstrated you how much I value your orders.

Awaiting a favourable answer from you, I remain

*respectfully yours*  
*L. Stortiero*

66.

**E. BAGNARA & C.**

HAT FACTORY  
Sestri Ponente

(IX)

Sestri Ponente, August 15 th, 191...

*Mr. C. Cachimba*

**ACAPULCO (Mexico)**



Dear Sir: — We are deprived since some time of your valuable orders, so that we avail ourselves of the opportunity of sending you the new Catalog of our last novelties, begging you most earnestly to reserve us a

part of your orders abroad.

Though the prices we quote are the very lowest, a fact that you can easily ascertain by a comparison; we will grant you a special discount of 4 % on all business done during the year, and we do that in order to induce you to give us your preference and to revive our relations up to the previous prosperity.

While we hope you will afford us an occasion to show you how anxious we are to serve you with great care and precision, we are awaiting a favourable answer from you and remain your obedient servants

*E. Bagnara & Co.*

67.

**BIRK & OAK**



**Timber Dealers  
QUEBEC**

(X).

Quebec (Canada), January 2 nd, 191...

*Messrs. Ristic & Voino*

**FIUME**

Dear Sirs: — While it affords us much pleasure to present you our best wishes for the new year, we are sorry in this opportunity to remark that our business connections are very dull. It would grieve us much if you were still vexed on account of our not having been able to grant you an allowance on that unlucky lot of deals, because we are persuaded to have convinced you that, in spite of our good dispositions, we could not act otherwise.

Should matters stand so, we beg you to think no more of it, nay to give us the opportunity to compensate you with some profitable transaction.

Please to believe us always to be yours sincerely

*Birk & Oak.*

68.

**TONCARI BROS.**

**OIL MILL  
GALLIPOLI**

(XI).

Gallipoli, December 31 st, 191...

*Mr. Charles Ceranino*

**MODENA**

Dear Sir: — We are deprived of your valuable communications since our last respects of the 30 th September ult. While balancing our customers' accounts current, we greatly regret to see that we have no statement to hand you for the last half-year. We hope nevertheless that in the next first months you may have an opportunity to avail yourself of our services, and you will see how delighted we are at the reviving of our transactions with a good friend as you are.

While we beg you to rely upon our best care and alacrity in executing your valuable orders, we have the honour to remain yours obediently

*Toncarì Bros.*

## § 4.

### APPLICATIONS FOR A SITUATION

---

- a) as an* **Apprentice.**
- b) as a* **Correspondent.**
- c) » »* **Book-Keeper.**
- d) » »* **Sub-Agent.**



## § 4. - APPLICATIONS FOR A SITUATION

### a) *As an Apprentice*

69.

(XII).

Genoa, August the 1 th, 191...

*Dear Sir,*

Having just gone through a complete course of study in the "Practical Inferior School of Commerce", of this town, and wishing to perfect myself in actual business, I beg you, sir, to have the goodness to admit me as an apprentice in the office under your management.

I submit to your kind perusal my licentiate's degree, which bears high marks, and other valuable documents, whereby you can judge of my intellectual and moral qualities. I beg only to add that, should I have the honour to be admitted under your guidance, you shall have no cause to complain of my wanting zeal, activity and inclination to work. Thanking you beforehand for the anticipated favour of your early reply, which I hope will meet my desire, I beg you to excuse my daring troubling you and I remain

*Yours respectfully*

N. 15 St. Lu e Str. — Genoa

*Anthony Bianchi.*

Mr PAUL CABELLA

*Colonial Produce Dealer*

BONDED STORES BUILDINGS Present.

70.

(XIII).

Sampierdarena, January the 3 rd, 191 ..

*Dear Sir,*

An advertisement in the "Mercantile Messenger", informs me you are wanting a young man who, having gone through a course of inferior technical study, should be disposed to serve his yearly apprenticeship in your office.

As I possess these requirements and earnestly wish to acquire the necessary experience in business, in order to be soon of some use to my family who spared no sacrifice to keep me at school, I beg you most kindly to accept the entreaty, I hereby make you, to admit me as an apprentice in your office where I am sure to reap the advantages I am looking for.

Trusting you will meet my desire, I thank you in advance and I beg to remain your most truly servant

*Lewis Piaggio*

4, Gioberti Str. — Sampierdarena.

*Mr PETER SARCO*

MERCHANT

Salt provision Buildings — GENOA

71.

(x v).

Savona, April 15 th, 191...

*Dear Sir,*

In the name and under the protection of Messrs. Rinaldini & Campi, a well-known firm of our town, I beg you, by this present, to grant me the honour to be engaged as an apprentice accountant in the offices of the "Co-operative Bank of Savona", managed by you.

As I have attended the Technical Institute where I got my licence in book-keeping, and I possess several other testimonials which prove my good moral qualities, I feel confident you will comply with my solicitation after having taken all those informations you may consider proper. With this hope, I return you my sincere thanks and remain your most obedient servant

*S. Canale.*

N. 36, Paleocapa Str. — SAVONA

To the MANAGER  
of the Co-operative Bank of Savona  
PRESENT

## APPLICATION FOR A SITUATION

## b) As a Correspondent.

72.

(58.)

Paris. the 12th October 191...

*Mr. Vincent Villeroyale*BORDEAUX*My dear Sir,*

I am just now informed by Messrs. Villar & Kiers, that the clerkship for carrying on correspondence is vacant in your office.

Though I have every reason to be satisfied with my present situation, I cannot however resist the desire, which I have this long time, of entering a good house at Bordeaux, in order to acquire vast and complete notions of international maritime trade. Give me then leave, sir, to seize, the present favorable opportunity of being admitted in your respectable office.

I believe I can say, without any fear of violating the laws of modesty, I am capable of occupying the vacant place being since eight years intrusted with the English, German, and Spanish correspondence at Mr. B. Guindeau's. I am, further, familiarly acquainted with book-keeping by single and double entry, as it was my principal occupation during five years at Messrs. Bientôt & Après' counting-house, a well known firm long established in this town.

If besides, you desire to know the opinion of other persons about my capacity, I can refer you to your friends Messrs. Villani & Morglant, under whose auspices I beg to address you the present letter, who will give on this head, and on my moral conduct, all the informations you may wish to have.

Be assured that if you comply with my request, I shall do every thing in my power to justify the confidence you will have honored me with. Please to answer me at my present employer's, as Mr. Guindeau himself, who wishes ardently the improvement of my condition, gave me leave to write you. I remain, sir, your most obedient servant

*Lewis Vingrand.*

73.

(59.)

REPLY

V. VILLEROYALE

Bordeaux, October 16 th, 191...

WINE - EXPORTERS

*Dear Sir,*

BORDEAUX

In reply to your much esteemed favor of the 12 th instant, I am very sorry to be obliged

to tell you I cannot accept your offers of service, because no clerkship is free in my house at present or expected to be in short.

Accept, dear sir, the assurance of my respect and consideration.

*Yours truly*

*Vincent Villeroyale*

Mr. LEWIS VINGRAND

c/of Mr. B. Guindeau

17. S. Honore Str. PARIS.



## APPLICATION FOR A SITUATION

## c) As a Book-Keeper.

74.

(60.)

Milan, the 15th March 191..

*Mr. L. Laurien*H A V R E

Dear Sir: — The wish to make a request of you induces me to write this letter, which, I hope, will not be disregarded.

Being an assistant in the counting office of Messrs. Pollinini & Macciò of this town, an extensive business in drugs, colonial produce and dyes, your honorable firm is well known to me, as one of the most important at Havre in this branch of commerce.

Now, as it has long been my wish to procure a situation in such a house like yours, I beg to explain you my position as briefly as possible.

I am in my thirty fifth year; I have attended the Superior commercial school at Venice for three years, where I got the diploma of a Licentiate in commercial sciences; I assisted six years in the house of Messrs. Moreno & Grüber of Turin, where I took part in every branch of the business, both in the warehouse and counting-office; I spent afterward two years at Mr. Bianchi's as a travelling-clerk and I have been occupying the place of chief book-keeper at my present employer's, Mr. Molteni, these twenty months.

You will see from the different testimonials herewith enclosed, that, without flattering my-

self, I am not spoken of unfavorably. Modern languages have always been my favourite study; I am not inexperienced in French, German, Italian, and Spanish correspondence, and I have acquired a thorough knowledge of the manufacture, preparation and confection of various kind of merchandises.

Allow me to close my letter with the remark that, if in consequence of my testimonials you take into consideration my wish to enter your employment, appointments are less an object with me than the opportunity of extending my knowledge, which a situation in Havre would easily afford, with perhaps the possibility of making voyages from thence to foreign countries.

In apologizing once more for having taken up so much of your time, I venture to hope, being assured of your kindness by a friend, that you will favor me with a reply, and beg to subscribe myself

*Your most humble servant*  
*Lewis Montouro, Accountant*  
 41, St. Radegond Str.      MILAN.

75.

(61.)

Havre, March 20 th, 191..

**L. LAURIEN**  
 Colonials, Drugs and Dyes  
 DEALER  
**HAVRE**

*M. L. Montouro, Accountant***MILAN**

Dear Sir: — Your favour of the 15 th inst. came duly to hand. I am very sorry to have to communicate to you that, against my will, I cannot profit of your offers of service because

in this moment there is no place of book-keeper free in my house. But notwithstanding that, the excellent certificates adjoined in peroration of your request, induce me to consider it as you deserve, should the occasion present itself.

*Yours very truly*

*L. Laurien.*

## APPLICATION FOR A SITUATION

### d) As a Sub-Agent.

78.

(62.)

**L. BJERNSON**

**Commission - Agent**

Representative  
of foreign houses

**CHRISTIANIA** (Norway)

Christiania, March the 6<sup>th</sup>, 191...

*Messrs. L. Chanoine & Sons*

**P A R I S**

Branch-houses in  
BERGEN-TRONDHJEM  
CHRISTIANSAND

Dear Sirs: — I beg to offer  
you my service in quality of  
your Sub-Agent for Norway

and in a particular manner in the towns of  
Christiania, Bergen, Trondhjem and Christian-  
sand, where, since several years I have esta-  
blished special branch-houses.

I have been representing the respectable firm  
of Mr. N. Bartholet of Marseilles this long time,  
and you may apply to him for any inquiry you  
think necessary to make about me.

If you decide to confide me such longed for  
Agency, you may rely I will do my best to satisfy  
you entirely.

Awaiting your kind answer, which I expect  
favorable, I remain

*Yours ever truly*

*L. Bjernson.*

77.

(63.)

REPLY

# L. CHANOINE & SONS

General Agents in Europe for KIRB & Co., Exporters of Brazilian Coffees-Bahia

PARIS

TRADING-HOUSE ESTABLISHED IN 1915

For Telegrams :

Code used

P. O. B. N.º 86

" CHANSONS-PARIS "

" GALLESSE "

Telephon N.º 1712

Paris, May 17 th, 191...



M. L. Bjernson

CHRISTIANIA (Norway).

Dear Sir: — We are in receipt of your esteemed letter of the 6th instant. We regret very much to say that we cannot entertain your application for a Sub-Agency of our business, being, since long, already represented in the towns you mention. We have no motive to complain of our present Agents and still less any interest to substitute them.

We shall be happy if in any other circumstance we may be of some use to you.

*Yours very truly*

*L. Chanoine & Sons.*

For favorable Answers, and for any other letters reflecting Agencies, please see page 169, *Agents and Representatives*

§ 5.

ENQUIRIES CONCERNING  
THE  
RESPECTABILITY OF A PERSON,  
OR THE SOLVENCY OF A FIRM  
with epistolary  
or telegraphic replies thereto

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- a) Favorable replies.
- b) Restrictive answers.
- c) Vague informations.
- d) Evasive opinions.
- e) Unfavourable reports.



**§ 4. — ENQUIRIES CONCERNING  
THE RESPECTABILITY OF A PERSON,  
OR THE SOLVENCY  
OF A FIRM, WITH REPLIES THERETO.**

**a) Favorable replies.**

**78.**  
**CHARLES BOCA & SONS**  
Money Exchangers  
**Cordova & Murcia**

(64.)  
*Cordova, December 17 th, 191...*  
*Mr. John Herrera*

**MADRID**

Dear Sir: — We received yesterday the visit of Mr. Vincent Diaz, who presented himself at our house to fill the place of chief correspondent, which is vacant at this moment in our office.

Although he told us he had occupied, during two years, a similar situation at your honorable firm's, with your complete satisfaction, and notwithstanding he showed us very favorable certificates concerning his capacity and probity, we should desire to know from you, before engaging to admit him into our service, the motive for which he left you.

We therefore take the liberty of begging you to transmit us confidentially this information, assuring you that, should the occasion present itself, you may rely upon us for a similar service. We thank you and remain, Sir,

*Yours faithfully*  
*Charles Boca & Sons.*

**79.**  
**JOHN HERRERA**  
BANKER  
**MADRID**  
✻

(65.)  
**REPLY**  
*Madrid, December 23 rd, 191...*  
*Messrs. Charles Boca & Sons*

**CORDOVA**

Dear Sirs: — In answer to your esteemed favor of the 17 th instant, I beg to tell you that Mr. Vincent Diaz is a gentleman who deserves your whole confidence and estimation. He left my office in order to follow his family who, on account of peculiar interests, removed to your town. During his service with me I had but to praise him and recognize his zeal and assiduity. This he said for your government. I am glad to have been of some use to you, and I seize the opportunity to present you my best wishes of happiness for Christmas' and Newyear's days and I remain

*Yours truly*  
*John Herrera.*

80.

**E. BAJADOZ**

CIGARS MANUFACTURER  
HAVANA

(66.)

Havana (Cuba), March the 12 th, 191...

*Mr. A. Benares.*

COLON (Panama)

Dear Sir: — Having received from Messrs. Canasco and Pico, of your town, a circular of their establishing in trade and referring, among others, to your respectable house for informations relative to their character and solvency, I take the liberty of asking your opinion if I can grant them a credit of \$ 2000. Please accept in advance my best thanks for your kindness, and believe me to be

*Your obed't servant*  
*E. Bajadoz.*

81.

**A. BENARES**

EXPORTER  
of Inland Produce  
**COLON**

(67.)

REPLY

Colon (Panama), March 19 th, 191...

*Mr. E. Bajadoz*

HAVANA (Cuba)

Dear Sir. — I hasten to reply to your esteemed letter of the 12 th instant, which lies before me, by stating that the house of Messrs. Canasco and Pico, established in this town since upwards five months, having branch-houses at Panama & Cbagres, enjoys a high reputation on our market. In my opinion you may without any risk grant them the credit required and even more.

They are distinguished as persons without any exception, and the operations they transact demonstrate intelligence and commercial tact and induce one to suppose they have sufficient capitals to front them.

Make the use you think best of my informations, and always dedicated to serve you, I beg to remain

*Yours truly*  
*E. Benares.*



82.

(68.)

A. PERIGORD

Paris, April the 15 th. 191...

JEWELLER

*Messrs. Leo Silva & Sons*

— PARIS —

MADRID

Dear Sirs: — I remark, in the circular I receive just now from the new commercial house of Messrs. E. PEREIRA & Co. of your town, your respectable firm in the number of those pointed out as references on their solvency and morality.

Desiring to commence with these Gentlemen business relations of some importance, I dare trouble you with the request of giving me your opinion about them. Convinced, as I am, you will do me this favor, I thank you beforehand and beg you to admit my best regards.

Yours truly  
A. Perigord.

83.

(69.)

REPLY

LEO SILVA &amp; SONS

Madrid, April 18 th 191...

BANKERS

*Mr. Albert Perigord*MADRIDPARIS

Dear Sir: — In reply to your most esteemed letter of the 15 th instant, we beg to inform you that Messrs. E. PEREIRA & Co. enjoy an excellent reputation and deserve your whole confidence. As regards their solvency, we think it sufficient to say they have an open credit with us for the amount of fifty thousand pesetas. This be said for your guidance and without any engagement on our part. That is all we can tell you on this subject and remain

Yours truly  
Leo Silva & Sons.

§ 5. (cont.)

ENQUIRIES WITH REPLIES THERETO

a) Favorable & b) Restrictive answers.

84.

(70.)

**JOHN PILO & Co.**

Cadiz, the 15 th February 191...

OLIVE OIL PRODUCERS  
**CADIZ**

*Messrs. Molfino & Lopez.*

**GENOA**

Dear Sirs: — We venture to trespass on your well known kindness begging you to oblige us with informations, as precise as possible, on the credit and reputation of the dealers mentioned on the card here enclosed, who have given us, among others, your name as reference and we did not hesitate in making a choise. Any communication, you may favor us with, will be treated with all convenient confidence, you may completely rely on that. Please excuse our troubling you and thanking you in advance, we remain

**Lewis Zanni & Sons**

Olive oil Merchants

4, Market St.

**GENOA**

*Yours faithfully*

*John Pilo & Co.*

85.

(71.)

a) favorable REPLY

**MOLFINO & LOPEZ**

Genoa, February the 24 th, 191...

MERCHANTS

& Exporters of Oils

**GENOA**

*Messrs. John Pilo & Co.*

**CADIZ**

Dear Sirs: — We answer, with a short delay, your esteemed letter of the 15 th inst.

Since many years we are on the best of terms with the Firm referred to in your favour. Their

accounts with us amount to 75.000 lires yearly, paid regularly at appointed dates, viz: at 30 days from the delivering of each lot of goods.

It is useless to tell you that such a firm enjoys the greatest reputation on our market, and we would not hesitate in granting them a larger credit or a longer delay in payments, should they ask us for it.

We simply state this for your government and without any responsibility on our part.

*Yours truly*  
*Molfino & Lopez.*

**86.**  
**MOLFINO & LOPEZ**  
MERCHANTS  
& Exporters of Oils  
**GENOA**

(72.)      b) restrictive REPLY  
Genoa, the 21 st February, 191...

*Messrs. John Pilo & Co.*

**CADIZ**

Dear Sirs: — We hasten to answer your favor of the 15 th inst. and beg to inform you we had business transactions for several years with the Firm mentioned in your favour. We were doing, with these Gentlemen, from 8 to 10.000 francs a year and they paid us regularly at the fixed expirations. But lately we heard reports run on their financial situation, which did not satisfy us too much, and we reduced, for prudence' sake, somewhat the credit usually granted to them, and we observe in fact that we are not always paid with the customary punctuality. This, we beg to state, for your own government and strictly confidentially. We remain

*Yours respectfully*  
*Molfino & Lopez.*

87.

(73.)

**L. MARCHESI & Co.**

Bologna, October 23 th, 191...

BANKERS

**BOLOGNA**

*Mr. Charles Marcon*

VENICE

Dear Sir: — Relying on your friendship and well known kindness, we take the liberty of asking you for some confidential informations on the firm, the name of which we inclose. This Gentleman has made us a proposal of business rather convenient, but the nature of the speculation would oblige us to open for his account a credit of 15.000 lires. Knowing how numerous your business connexions are in the town of Padua, we thought that no one better than you could inform us upon the amount of credit to be safely given to said house. It is quite redundant to tell you, you may depend upon an absolute discretion on our part. Begging you to accept our best thanks in advance, we remain

LEWIS CALIZAN  
TRADER

PADUA

Your obed't servants

*L. Marchesi & Co.*

88.

(74)

a) favorable REPLY

CHARLES MARCON

Venice, November the 1 st. 191...

General Agent for the (Eagle)

*Messrs. L. Marchesi & Co.*

Fire Insurance Co.

VENICE

BANKERS

BOLOGNA

Dear Sirs: — I hasten to reply to your esteemed letter of the 28 th October last. I am happy I can

inform you that the house in question has been established in Padua these twenty years and possesses absolute confidence in that town and on our market. Personally I should consent to open with it a more considerable credit than that asked of you. I am glad I could do you this piece of service, and I beg you to dispose of me whenever I can be of any use to you.

*Yours faithfully*  
Charles Marcon.

89.

(75.)

b) restrictive REPLY

CHARLES MARCON

Venice, November the 1 st, 191...

General Agent for the «Eagle»

*Messrs. L. Marchesi & Co.*

Fire Insurance Cy.

VENICE

BANKERS

BOLOGNA

Dear Sirs: — in reply to your esteemed letter of October 28 th last, I regret I am not able to give you any favourable information on the subject of the firm in question.

Although established in Padua for upwards twenty years, the credit of this house appears to have much suffered in consequence of the failure of the firm Neil & Petriboni of Trieste. It would not be therefore prudent of you to enter into a speculation with this house, unless the credit to be granted be reduced to 5000 frs. I am sorry to be unable to give you more circumstantial particulars, and I rely upon your discretion.

*Your obedient servant*  
Charles Marcon

## § 5 (cont.).

## ENQUIRIES WITH REPLIES THERETO

---

a) Favorable & b) Vague informations.

90.

(76.)

**L. SCHWEIZ**

Trieste, March 12 th, 191...

*Lamps and Lights  
Manufacturer**M. L. Pirella***TRIESTE****UDINE**

Dear Sir: — Mr. Franchini of your town, has just sent me an order for lamps and table-lights to the amount of 4000 francs, the whole to be delivered in six weeks against a bill at three months invoice' date.

As I have not yet done any business with him, I should like, before engaging myself to deliver him the merchandise, to know your opinion upon the subject.

You would render me a great service if, by return of post, you could inform me exactly on this gentleman's solvency.

While thanking you for what you may confide to me, I beg you to believe that I shall make the most discreet use of it.

*Yours very truly**L. Schweiz*

91.

(77.)

a) favorable REPLY

**L. PIRELLA'S**

Udine, March the 14 th, 191...

**Wax - Factory***Mr. L. Schweiz***UDINE****TRIESTE**

Dear Sir: — Your esteemed letter of the 12 th instant duly reached me, and I am glad to inform you that Mr. Franchini, personally known by me, is a gentleman who enjoys an illimitate confidence on our market.

You may without any hesitation deliver him all he asks of you, because you shall be regularly paid when the bill falls due. I am happy I can give you so good informations on him, and always dedicated to your orders, I remain

*Your faithfully**L. Pirella.*

92.

(78.)

c) vague REPLY

L. PIRELLA'S

Udine, the 14 th March, 191...

Wax - Factory

Mr. L. Schweiz

UDINE

TRIESTE

Dear Sir: — I duly received your favour of the 12 th instant, and I regret to be unable to give you any very precise information respecting Mr. Franchini.

Up to the present time I have not had any transactions with him; I have made enquiries upon this subject to several friends of mine, and I tell you what I have learnt; Mr. Franchini's branch of business is not, as yet, well established: his capital does not appear to be important, but his purchases are very limited. This be said between us and merely to answer your question.

Hoping to be of more use to you in other circumstances, I remain

Yours truly

L. Pirella.

93.

(79.)

BAJADOZ &amp; CUNA

Madrid, August the 14 th, 191...

Chemical Produce Exporters

Mr. Victor Badarac

Madrid-Barcelona

VENICE

Dear Sir: — We should feel much obliged to you, if you would kindly let us know, as soon as possible, your opinion on the solvency of the firm inscribed on the enclosed card.

As we are on the point of transacting with them some important business in carbonate of soda prepared for the glass-industry, we should like to know exactly how things stand before engaging ourselves. It is superfluous to assure you that your communication to us will go no farther. We thank you in advance, and it will give us great pleasure to be able to render you a similar service should the occasion present itself. We remain, sir,

N. SARDELLI &amp; Co.

Artistical Glass Works

1740, Broad Canal

VENICE

Yours very obedient

Bajadoz &amp; Cuna

94.

(80.)

a) favorable REPLY

**Victor Badarac**

Venice, August the 18<sup>th</sup> 191...

GLASS WORKSHOP  
**VENICE**

*Messrs. Bajadoz & Cuna*

**MADRID**

Dear Sirs: — I hasten to reply to your esteemed letter of the 15<sup>th</sup> instant and I am happy to inform you that the house referred to, enjoys an excellent reputation on our market and abroad. Although it has not a very considerable capital at its disposal, the probity of the principals is such that you run no risk in granting them a normal credit. Their well known prudence and activity contribute largely to the consolidation of the credit they enjoy.

I am greatly pleased to have been of some little use to you and I beg to remain

*Yours ever truly*  
*Victor Badarac.*

95.

(81.)

c) vague REPLY

**Victor Badarac**

Venice, August the 18<sup>th</sup>, 191...

GLASS WORKSHOP  
**VENICE**

*Messrs. Bajadoz & Cuna*

**MADRID**

Dear Sirs: — I greatly regret my inability to tell you something positive concerning the firm indicated on the card enclosed in your favour of the 14<sup>th</sup> instant. If credence may be given to the reports in circulation, it has launched out into speculations somewhat hazardous and little in accordance with its means. This be said without any intention to offend the honorableness of its managers. From other sides I am assured it is very exact in its payments, so that I really do not know what to advise you concerning the transactions it desires to engage in with you.

Hoping to be of a greater use to you another time, I remain

*Yours very faithfully*  
*Victor Badarac.*



96.

(82.)

**EDMUND ABRÉ**

Bordeaux, October 4th, 191...

*Sail - cloth Maker**Mr. Lewis Philip Roy***BORDEAUX****PARIS**

Dear Sir: — A Gentleman, named James Palau, who says he was employed in your house for several years as a book-keeper, offers his service, for a vacant place with me, as a chief accountant. His manners are alluring and his abilities appear superior to the employment which he will have to fulfil, but I would desire to know, before engaging myself, if he deserves my confidence, and it is from you, sir, who have been in the case to value him, that I expect a proper information on this point.

You know how important it is for us to be aware of the moral conduct of those whom we admit into our offices, so that I shall insist no longer in praying you to tell me candidly what you think of M. Palau. You will oblige me with an early answer, for which I anticipate my best thanks.

*Yours very truly**Edmund Abré*

97.

(83.)

a) favorable REPLY

**L. PH. ROY'S**

Paris, October the 6th, 191...

*Wool Spinning Factory**Mr. Edmund Abré***PARIS****BORDEAUX**

Dear Sir: — I hasten to reply to your favor of the 4th instant, and I am glad to tell you that during the four years Mr. James Palau has remained in my house as an accountant, I was perfectly satisfied with his honesty and abilities.

I constantly regret that circumstances, entirely independent of him and of me, have obliged him to quit my office, and I congratulate you, sir, on the happy acquisition you are going to make, in taking into your establishment this promising gentleman. It is with an extreme satisfaction I seize this opportunity of proving to him usefully the esteem which his good qualities have given me for him.

Always dedicated to your orders, I remain

*Your devoted servant**L. Ph. Roy*

98.

(84.)

:) vague REPLY

L. PH. ROY'S

Paris., the 6 th October 191...

Wool Spinning factory

*Mr. Edmund Abré*

PARIS

BORDEAUX

Dear Sir: — I hasten to answer your esteemed letter of the 4 th instant which duly came to my hands.

It is true Mr. PALAU has been employed for some time in my house. I would be glad it was in my power to praise him, I do not mean to speak of his honesty, for, in this respect, I do not know there is any reproach to be made to him, but with regard to activity and behaviour, I was obliged to deprive him of his employment. Pheraps this lesson has corrected him and it would not be strange the fear of finding himself again without a situation should render him more assiduous and attentive to his duty. I believe then, you had better to try him a short while; he is young, and at his age experience instructs us from day to day.

I would not wish to be hurtful to him, but I should however reproach myself, did I not put in my answer to your question the confidence you require of me.

Always pleased to be of some use to you, I remain

Yours ever truly

*L. Ph. Roy.*

§ 5 (cont.).

ENQUIRIES WITH TELEGRAPHIC  
REPLIES THERETO

a) Favourable; b) Restrictive; c) Vague;  
d) Evasive; & e) Unfavourable Informations.

99.

(85 )

CHAPUIS & MERCIER

Brussels, March 28 th, 191.

DEALERS IN

Artistical Bronze Works

BRUSSELS

Mr. B. Guill

ANTWERP

Dear Sir: — Availing ourselves of your kindness we apply to you in order to have a confidential information of which, you may rely upon it, we shall do a prudent use.

The Gentleman indicated on the enclosed card, who possesses in your town a large warehouse, has just been in on business. Although we did not give him any encouragement, nay we kept on the reserve, he purchased an important lot of goods (amounting to 7500 frs. or thereabouts). He bought in a careless manner, without making any choise or showing a commercial criterion, what created a bad impression with us.

The information we have just taken at the *Belgian Inquiry Office*, concerning his credit, is not reassuring, so that we beg you to tell us frankly your opinion about him.

Consider he owes us:

Frs. 2500	payable on the	1 st April next
" 3000	"	15 th "
" 2500	"	1 st May "

Please to observe that these payments are in close proximity to one another, that is 8000 frs. in the course of one month, besides he wants us to make the delivery of the goods, just purchased, on the 20 th April, fixed date.

Of course, by a plausible excuse, we shall delay this delivery until the first days of May when we surely know whether he has honored our last bill. But supposing he meets his engagements, will it be prudent to forward the goods just bought, opening thus a new account of 7500 francs?

This is what we want to know from you by wire. We thank you in advance and remain

PETER MARCHAND  
Cabinet Maker

118-122 25 May Ave. Antwerp

*Yours very truly*  
*Chapuis & Mercier.*

#### TELEGRAPHIC ANSWERS

100.

(86.)

a) favorable.

(ANTWERP) (1) *Chapuis Mercier*

#### BRUSSELS

You may freely deliver — solid house.

*Guill*

(87.)

b) restrictive.

*Chapuis Mercier*

#### BRUSSELS

Reputation somewhat shaken — try cashing amount debt, then ask anticipation half value new expedition.

*Guill.*

(88.)

c) vague.

*Chapuis Mercier*

#### BRUSSELS

Very doubtful firm — some trust it with goods other refuse selling — be aware.

*Guill.*

1) Name of forwarding office.

(88 bts.)

d) evasive.

*Chapuis Mercier*

BRUSSELS

Firm little known — doubtful morality — capitals supposed sufficient — difficult advise you.  
Guill.

(89.)

e) unfavorable.

*Chapuis Mercier*

BRUSSELS

Indicated house labours under difficulties — lucky if you succeed in cashing your credit.  
Guill.

101.

(90.)

Turin, January the 12th, 191...

**M. CANTONI**  
Canned goods Manufacturer  
Preserves of every description

*Mr. Paul Bert*

HAVRE

EXPORTATION

— TURIN —

Dear Sir: — I address myself to you with an entire confidence in order to obtain some informations with regard to Mr. John Poiteau, a canned goods dealer of your market who

wishes to enter on a correspondence with me, and, to begin our business relations, he writes to me to send him one thousand tins of different preserves of my making. My only desire is, and ought naturally to be, that of selling the goods in which I trade; but it is, and ought to be, also that of selling them only to persons by whom I am sure of being paid.

Be so kind as to inform me whether I can negotiate with him in safety, and even if he is an honest man, I shall do well in dispatching to him the articles he demands. You may rely on my discretion, and be sure in similar circumstances I will render you the same service. While I return you my best thanks, I await your kind answer by wire, and I remain

*Yours faithfully*  
*M. Cantoni.*

TELEGRAPHIC ANSWERS

102. (91.) a) favourable.

(HAVRE) (1)

*Cantoni*

TURIN

Firm mentioned enjoys very good reputation, works much — send without fear. *Bert.*

---

(92.) b) restrictive.

*Cantoni*

TURIN

Esteemed person, capital rather limited, advice you not surpassing two thousand francs credit.

*Bert.*

---

(93.) c) vague.

*Cantoni*

TURIN

Person difficult judging, esteemed by some one, suspected by others — be prudent.

*Bert.*

---

(93 bis.) d) evasive,

*Cantoni*

TURIN

Send goods if you think proper, but some reports run to which I do not know whether giving credit.

*Bert.*

---

(94.) e) unfavourable.

*Cantoni*

TURIN

Firm of tarnished reputation — refuse executing order without anticipation funds. *Bert*

---

(1) Name of forwarding office.

§ 6.

CLERKS' CHARACTERS  
LETTERS of SATISFACTION  
CERTIFICATES of NOTORIETY





# § 4 <sup>bis</sup> — CLERKS' CHARACTERS

## LETTERS OF SATISFACTION

### CERTIFICATES OF NOTORIETY

#### a) Clerks' characters.

103.

(XV.)

London, January 15 th, 191 ..

**WAY & BIG**

**COFFEE EXPORTERS**

London - Pará



We undersigned, do hereby declare that Mr. WILLIAM WASMUTH, who was employed these last three years, as a cashier. in our branch house at Pará (Brazil), always fulfilled his duty faithfully and skilfully, wherefore we are glad to express him our best satisfaction.

He left our employment for the sole motive that the Brazilian climate did not agree with him, and on the doctors' suggestion he should go home and breathe his native air. At his request we delivered him this testimonial of which he may make the use he believes expedient

*Way & Big.*

104.

(XVI.)

COTTAGE BUILDING COMPANY LIMITED



— SAN REMO —

San Remo, July the 15 th, 191...

I. the undersigned, Manager of the « Cottage Building Company Limited » hereby declare that Mr. Lewis Borsani, was in our employment these last five years as a Land surveyor and he always demonstrated in the fulfilment of his charge a particular knowledge, a peculiar assiduity and a great honesty.

As he decided to remove to the Argentine Republic he leaves our service, and our Company is glad to grant him this good character to demonstrate him our complete satisfaction.

L. S.

(sgd) Barzaghi  
Manager.

## b) Letters of satisfaction.

105.

(XVII.)

**BARSETTI & CIMINI**  
Artistical China Works  
Purveyors to the King  
**FLORENCE**



Florence, January 20<sup>th</sup>, 191...

*Mr. Gustavus Biasotti*

K. C. 1

*Representative*

**MILAN**

Dear Sir: — We have the honour to inform you that the Type-writer « Velox » we bought of you, manufactured by the firm Olivetti of Ivrea, works for its perfect making, at our entire satisfaction, and comparing it with the writing machines of other systems, still in use in our offices, we consider it the most practical under every respect.

We should be inclined to buy six « Velox Type Writers » more, to replace those we have of different types, but we should like to know before your lowest price for such a quantity, for, though we take into consideration the facilities already granted us, we ought to enjoy a special discount when buying six at a time.

Your early reply will greatly oblige

*Yours truly*

*Barsetti & Cimini.*

## c) Certificate of Notoriety.

106.

(XVIII.)

**Consulate of Peru**  
**at Cincinnati**  
(OHIO)



I Joseph Molina Campodor, Consul General of Peru at Cincinnati, Ohio, United States of America, do hereby certify and make known, that Mr. PETER GELINDEZ, a timber dealer by trade, is since ten years established in this town where he enjoys of a general estimation both for his honesty and activity and for the development he has given to his trade by establishing several steam sawing mills.

At Mr. Gelindez' request, I deliver this certificate whereunto I set my hand and affix my seal at Cincinnati, Ohio, this 15<sup>th</sup> day of July, 191...

L. S.

(sgd) *G. Molina Campodor.*  
**CONSUL GENERAL.**

§ 7.

LETTERS OF INTRODUCTION  
in favor of  
Correspondents, Travelling-Clerks  
and Friends.

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107 - 118

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§ 7. — LETTERS OF INTRODUCTION  
IN FAVOR OF  
Correspondents, Travelling Clerks  
and Friends

107.

(95.)

**PACHECO & CONCHA**

Importers of Italian Goods

**VERA CRUZ**

(Mexico)

Vera Cruz (Mexico), August 15th, 191...

*Messrs. Mainero & Bollo*

GENOA

Dear Sirs: — We have much pleasure in introducing to your acquaintance our most particular friend Mr. FRANCIS WILSON, bearer of this letter and a partner of the respect. Firm of Wilson & Maclare of Merida, who goes to Europe for the special purpose of visiting the principal centres of cloth-manufactory.

As our friend desires in the meantime to meet with some honest amusements during his travels which, though they may turn out very convenient for his house, they cannot fail to bring him some trouble, you will do us a particular favor if you succeed in making his stay in your town the least monotonous possible, and we shall consider the attentions and good offices shown to Mr. Wilson as they were shown to us.

We are sure that on account of the excellent character and the peculiar education of our friend, it will not dislike to you to have known him, and we trust you will do your best to usher him into the principal manufactories of cloth of your industrial region.

While we give you our best thanks beforehand, we beg to profit of this opportunity to present you our particular compliments.

Yours truly  
*Pacheco & Concha.*

108.

**A. CAMPODOR**

*Agricultural Engines*  
*Seeds of every description*

LA PUEBLA

(MEXICO)

(96.)

La Puebla (Mexico), December 15 h, 191...

*Mr. V. Bianchi*MILAN

Dear Sir: — The bearer of the present letter, Mr. John Diaz, a merchant of Santa Cruz, and my particular friend, is on his first voyage to Italy and intends making some important purchases in your market, where he has not yet any correspondents, as he has hitherto done all his business in Naples through Commission-Agents.

Having requested me to recommend him to a house of good standing and respectability, to which he might entrust the purchase of the goods he may be in want of, I pitched at once on yours with the conviction I could not give him a better proof of the interest I take in the success of his affairs, and that you would do all in your power to secure this connection and prove that my recommendation has not been misplaced.

Need I add how grateful I shall feel for your kind attention to my friend? I judge it quite redundant and I beg to remain

Yours sincere

*Anthony Compodor.*

109.

**CAMAGNA & PINTORELLO**

Dealers in Chemical Produce  
 Own Steam - Laboratory

EXPORTATION

TURIN

(97.)

Turin, March the 12 th, 191...

*Messrs. Perez & Galdoz*Valparaiso (Chili)

Dear Sirs: — The bearer of these lines, Mr. JAMES SOLA, one of the partners in the respect. firm of *Martini, Sola & Co.* of Asti, with whom we have been these many years engaged

in business relations as agreeable as they are advantageous, intends visiting your town and several other ports of the Pacific coast, for the purpose of forming fresh connexions and opening new markets for his celebrated "Barked Vermouth". It is with the greatest pleasure we introduce Mr. Sola to you, being convinced you will give him a friendly reception, and knowing that among our correspondents no one better than you will be able to facilitate the attainment of his wishes.

We shall consider ourselves personally obliged by all that you may do for Mr. Sola, and while we beg you to dispose of our services in return without any reserve, we remain

*Yours faithfully*  
*Camagna & Pintorello.*

110.

(98.)

**BOUL & RUNG**

Cardiff, August 29<sup>th</sup>, 191.

Coals Exporters

Purveyors to the Royal Navy

*Mr. L. Borg*

**CARDIFF**

**Amsterdam**

*Code used « Gallesi »*

Dear Sir: — This letter will be delivered to you by our proxy, Mr. V. CLARKSON, entrusted with the care of our business on your market.

In recommending him to your kind reception we beg you to grant him your assistance in any circumstance in which he may require the same. You will do us a great favour in contributing, as much as possible, to further the object of his sojourn in your town, and we shall be delighted, in our turn, to be in any way of use to you. With kind regards, we remain

*Yours very truly*  
*Bowl & Rung.*

111.

(99.)

**Bernard & Chapuis**Paris, *May the 12th, 191...*

Makers of brushes and toilet-sets

*Mr. N. Vivaldi*

of every description

**PARIS****ROME**

Dear Sir: — We beg leave to recommend to your kind reception the bearer of this letter Mr. Lewis, the eldest son of our Chief, Mr. Peter Bernard, and we hope his stay in your metropolis will not only be agreeable to him, but will also prove of mutual advantage to our houses. We have fully prepared our young traveller, whom you will find not inexperienced in business, so that you may consult and decide with him on every point. Pray assist him, as an old tried friend, with your advice, and be assured beforehand of our most grateful thanks for the friendly protection we are certain you will grant him.

With the best respects and placing our services at your disposal, we remain, sir

*Yours faithfully**Bernard & Chapuis.*

112.

(100.)

**Roulin & Melines**Rouen, *17th June 191...*Forwarding Agents  
Conveyances by water*Messrs. Bernet & Cadol***ROUEN****PARIS**

Dear Sirs: — Mr. J BANGEROND will have the honor to hand you the present letter. He is a learned young man, belonging to a good family well known in our town.

He was seven years with us and we have but to praise his behaviour and activity. He goes now to Paris in order to increase his commercial knowledge, and to such a purpose he is looking for a situation at a principal banker's of the capital. While we recommend you in a particular manner an employé, who has always served us with fidelity and good will, we dare hope you will admit him under your protection and honor him with your assistance introducing him to the numerous acquaintances you have in your town. We thank you before-



hand for what you will do in his behalf, and you may be sure you shall have never to complain to us of having put him under your patronage.

Awaiting a favorable occasion to reciprocate you so kind a favor, we remain

*Yours truly*  
*Roulin & Melines.*

113.

(101.)

LEWIS



PIDAL

WATCH - MAKER

*Purveyor to the Royal Family — Breveted by the King*

MADRID

---

Madrid, September 17 th, 191...

*Mr. A. Dupuis, Banker*

PARIS

Dear Sir: — I recommend to you in a particular manner my best friend Mr. A. VIDAL Y COIRA, bearer of these lines, who is greatly embarrassed because he is going to Paris and he knows nobody there. I can do nothing better than address him to you. I believe you shall be very contented to have protected him, for he is a very polite and agreeable man in society, and you are very capable of judging and appreciating him. Besides, I know, you are never happier than when you find an opportunity of being serviceable to men of merit, it is that the reason which induces me to take so much liberty with you.

I beg of you to ask some favor of me in your turn, in order that I may have the pleasure of serving you, and letting you know that I am with all possible friendship

*Yours faithfully*  
*John Pidal.*

114.

(102.)

**Vieyra & Carlon**

Bordeaux, October 12th, 191...

Corking Capsule Manufacturers

*Mr. A. Melini***BORDEAUX****MILAN**

Dear Sir: — Mr. B. LAURIEN, who has the honor to present you this letter, is a clerk-traveller of our establishment, whom we send for the first time to your city to augment there the number of our correspondents, and to introduce our last novelties. You know our zeal and exactitude in fulfilling the orders that are given to us, so that we take the liberty of recommending our clerk to you, hoping you will let him know the houses of your market with which we may carry on trade with safety. Ready to do the same for you on every occasion, we thank you beforehand for the kindness you will show to our traveller and have the honor to be

*Yours faithfully*  
*Vieyra & Carlon*

115.

(103.)

**L. FIGARI**

Alexandria, March 17th, 191...

Store-Depot

Advances on Goods

*Mr. W. Winternitz***ALEXANDRIA****VIENNA**

Dear Sir: — Profiting of your well known obliging disposition and of the ties of friendship which exist between us, I take the liberty of recommending to you one of my best friends, Mr. ADOLPHUS COMINO, who travels and intends sojourning for some time in your city.

As he is an absolute stranger in it, it will

be very agreeable for him to enjoy your amiable society, and to be received, under your auspices, in the circles you frequent.

Mr. Comino is worthy, in every respect, of the favorable reception I solicit for him, and he is a person capable and ready to prove you his gratitude on the first occasion in which you will have need of requiring any service of him.

I am convinced you will oblige me by doing him so great a favor, and I thank you beforehand.

*Yours very truly*  
*L. Figari.*

116.

(104.)

**Zichlein & Verst**

Zürich, July 18<sup>th</sup>, 191...

*Messrs.*

BANKERS  
— ZURICH —

*Celestin Uglieri & Sons*

VENICE

Dear Sirs: — We beg to recommend to your care, in a particular manner, the bearer of this letter, Mr. LEWIS SAUERMAN, who is visiting your town on business with the peculiar view of forming fresh connections.

We should be glad if you would kindly favour him with any information which he may require, and through your most valuable influence, assist him in transacting business with your friends and clients. Knowing him personally, we have perfect confidence in asking you this favor and we shall greatly appreciate any service you may render him. Holding ourselves at your disposition and thanking you in advance, we are, gentlemen

*Yours faithfully*  
*Zichlein & Verst.*

117.

(105.)

**FRANCIS RUIZ**

Lisbon, March the 12 th, 191...

STOCK BROKER  
LISBON*Mr. Julius Pilar*BAHIA (Brazil)

Dear Sir: — The friendship with which you honour me induces me to profit of it, not only for myself, but also for others. Mr. EDMUND SUAREZ, one of my best friends, a young man of distinguished talents and other amiable qualities, is going to settle in your town, but he knows no one there. You, sir, who have lived in it since a long time, and who enjoy a universal esteem, can be useful to him, and I dare believe, for my sake, you will not refuse him this favour.

When you are acquainted with him, you will be overjoyed to have obliged him, and his kindness will pay you largely for your service. As for me, I shall be as much obliged to you for it, as if it was shown to myself. I remain, sir, yours ever faithfully

*Francis Ruiz.*

118.

(106.)

**JULIUS PILAR**

Bahia, April the 2 nd, 191...

BANKER  
\* BAHIA \**Mr. Francis Ruiz*LISBON

Dear Sir: — I duly received your favor of the 12 th March last, regarding Mr. EDMUND SUAREZ, whom you recommend to me. The desire alone of being agreeable to you is a sufficient motive for me to interest myself for your friend.

Mr. Suarez will find in me as much zeal and attention as you could show him yourself. Begging you to avail yourself of me in every occurency, I remain ever

*Yours truly*  
*Julius Pilar.*

## § 8.

# TRANSACTIONS IN GOODS ORDERS & THEIR EXECUTIONS

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### 1°. Terms and Prices.

- a) General Terms.
- aa) Peculiar Conditions of sale.
- b) Rise, fall and variation in prices.
- bb) Trade reports and Market reviews - Price current and Prices-lists.
- bbb) Requests for Catalogs, Price lists, and Estimates of cost

119 — 135

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### 2°. Commerce in general.

- c) Purchase and Sale orders - Commissions - Advice of shipment or Expedition notices - Acknowledgment of receipt of goods - Documents thereto: *Invoices, Account-Purchases and Charges, Account-Sales and Net proceeds, Certificates of origin, Bills of Lading, Consular Invoices* and other Vouchers.
- d) Goods sent in consignment or on sale for account; Sales on commission or on return - Documents thereto: *Lists, Specifications, Bills, Memorandums, Account-sales, Proforma accounts.*
- e) Contract or Sale on delivery.

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### 3°. Commerce in particular.

- f) Cloths.
- g) Coals (\* Purchase and sale - \*\* Bunkers supply - \*\*\* Contests, Complaints and Claims; Affairs in difference or in litigation).

187 — 219

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## § 8. - TRANSACTIONS IN GOODS, ORDERS AND THEIR EXECUTIONS

### 1) TERMS AND PRICES.

---

#### a) General Conditions of Sale.

119.

(107.)

**L. WEISS & BLECK**

Fine leathers and skins  
for saddlers

Metallic fittings for bags  
& trunks

made a speciality

**VIENNA**

Vienna, January the 15 th, 191

*Messrs. V. Amador & Co.*

**MADRID**

Dear Sirs: — Your esteemed post-card of the 10 th instant to hand. We hasten to forward you by post the samples you request. All particulars are marked on the labels sticked on each piece. In reference to the terms of payment you will decide on the following ones, if they are agreeable to you.

As soon as we have received your orders we shall remit you the invoice, to cover which you will kindly forward us a cheque payable in Paris; on receipt, it will be our duty to send you directly the goods. This would be the general rule followed by us in our transactions with new clients; however if you would prefer another way of payment, and if it would not interfere with your credit in any manner, we would propose that the goods purchased should be sent through Mr. W. STOCK, a representative of foreign houses, established in your town. We shall forward him the same and he will deliver them to you, in our name and as our substitute, against payment of the invoice amount and of costs supported by him for your account, exclusive of any commission, which would entirely be at our charges. Awaiting your reply, we remain

*Yours faithfully*

*L. Weiss & Bleck.*

120.

(108.)

**V. Martini & Co.**

Genoa, June 28 th, 191...

Silk & Velvet Manufactory

Messrs.

**GENOA**

*M. Granada's Sons & Co.*

**NAPLES**

Dear Sirs: — In immediate reply to your esteemed postal-card of the 26 th instant, we regret to inform you that in consequence of the custom introduced with us, from which we are not to derogate for any cause, we cannot forward the goods ordered except against payment in advance or against presentation of documents. We will be glad if to said condition you avail yourselves of our service.

Awaiting your decision, that we expect favourable, we remain

*Yours truly.*

**V. Martini & Co.**

(See also Nos. 303 & 402).

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**aa) Peculiar conditions of sale.**

121.

(109.)

Co-operative Joint Stock Co.

Elberfeld, February 19 th. 191...

FOR THE  
*Spinning & Weaving*  
of Cottons

*Mr. V. Pandiani*

**ELBERFELD**

**UDINE**

Dear Sir: — We are in receipt of your favour of the 10 th inst. and learn with pleasure that you will place an order with us, if we can accept your conditions. Although they differ somewhat from the usual ones, the desire of opening a connection with your respectable firm, obliges us to accept them partly, for this first time.

If we have well understood, you inform us in your letter that it is an affair of 150 to 200 pieces of cotton-cloth, style Nos. 1 and 2 you want, at the price of Lires 0,55 a meter, discount 2 %, goods delivered free of charges at Elberfeld Station, valuing on you at 90 days from the invoice date. We beg to tell you, while accepting your conditions which offer so small a margin, we shall not strike this bargain unless you send in an order for 200 pieces at least, and you reduce the discount to 1 %.



Should these proposals suit you, we shall immediately send you by goods-train all we have on hand, and the rest as soon as it enters from weaving-ooms. Awaiting your reply in order to begin work, we remain

*Yours truly*

*Moser & Becker, Managers.*

122.

(110.)

**MERLANI BROS**

Milan, April the 15 th, 191...

*Shirts, Collars & Cuffs*

*Mr. James Gervasani*

**Manufacturers**

**BERGAMO**

**MILAN**

Dear Sir: — We take the liberty of availing ourselves of your well known kindness asking you a favour. Mr. A. Verna of your town came, last year, to an arrangement with his creditors, among whom we were unfortunately comprised. He is again established and remits us an order, leaving us quite free as to conditions. We venture to ask you to kindly assist us in the matter, conditionally of course, that it will not in any way inconvenience you. With your kind permission we propose forwarding you the goods directed to Mr. A. Verna, to whom you will be pleased to deliver them against payment for cash and we shall settle accounts afterwards by drawing a bill upon you at sight, allowing you however a commission of one per cent.

Mr. Verna thoroughly informed, agrees to these terms, but he particularly request your entire discretion in the matter. While we hope you will excuse our troubling you and you will not hesitate in referring to us in case of need, we beg you to accept our best thanks beforehand, and awaiting your kind reply, which we expect favorable, we remain

*Yours truly*  
*Merlani Bros.*

123.

(111.)

**G. COSTA DA CUNHA**

IMPORTER

of Brazilian Produce

**MONTEVIDEO**

Montevideo, July 17 th, 191...

*Mr. M. Rojas*

**ROSARIO**

Dear Sir: — My respects of the 12 th instant, the contents of which I confirm, and your favour of the 13 th, renewing the order of 250 bags Bahia coffee at the price of \$ 18, crossed each other. I considered attentively upon your instructions, but the clauses you fix on, hinder me from executing the commission. I am very sorry for that, so much the more. I would have had the opportunity to augment my business relations with your respectable house, but frankly speaking the conditions you impose on differ so much from those practised with all my friends of your town that I cannot accept them. I hope a more favorable occasion will not be long in presenting itself, giving me a chance to continue our good relations, and putting me in condition to serve you to your full satisfaction. To this purpose I await your answer, possibly with orders, regarding the parcel of yerba-mate I offered you in my preceding letter, and I remain

*Yours very truly*

(See also N. 189).

*G. Costa da Cunha.*

**b) Rise, fall and variations in prices.**

124.

(112.)

**G. PEDROTTI**

FELTS MAKER

**BIELLA**

Biella, March the 1 st, 191...

*Mr. M. Venci*

**Sampierdarena**

Dear Sir. — I have just received your letter of the 27 th February last, and I am greatly surprised at your complaints. You wish to prove I have charged you a higher price than any other customers in your town. There is evidently a misunderstanding on your part

The felts I forwarded to Mr. Viganego, are by no means of the

same quality as those I sent to you; you can easily convince yourself of the fact by comparing the two stuffs and, if you can then prove to me the contrary, I shall leave the four grosses of felts, I forwarded you, for nothing.

I looked over the parcel myself, and I made up the invoice; the prices marked on it, no doubt, are the most equitative. You may be fully persuaded I should not think of overcharging a firm like yours, with which I have had an excellent connection for so long a time, without giving a regular notice in advance stating the motive, which ought to be plausible.

Trusting to have put things to right, I remain

*Yours truly*  
*Charles Pedrotti.*

125.

(113.)

**BARONI & CONTI**  
Steam Spinning & Weaving  
of Stuffs of every description  
EXPORTATION  
**BIELLA**

Biella, December the 17 th, 191..  
*Mr. A. Molteni.*

**FLORENCE**

Dear Sir: — We are in receipt of your favour of the 14 th instant, and in reply we beg to say we regret very much to be unable to make any difference in the prices we have quoted. We should be vexed to miss this affair, for we have long desired to do business with your honourable firm, but your offers are so little in accordance with the actual current rate, that we should prefer losing the bargain rather than negotiate it under cost price.

Since two months textiles look up, and should we desire to keep the market imitating other manufacturers, we would be induced to raise rather than diminish our quotations. In fact we have decided to make new tariffs on the 1 st January next, which will be 5 % higher than the present ones. We would advise you therefore to avail yourself of the favorable opportunity and to send us at once a good commission. We trust if you make inquiries, as to the price, of any other firm, you shall decide upon giving us the preference by sending us your orders.

In this expectation we remain

*Your obedient servants*  
*Baroni & Conti*

126.

(114.)

**BERNUCCA & TIXI**

Wine Merchants

EXPORTATION

— B A R I —



Bari, March 18 th 191..

*Mr. Vicini & Gagno*

**BRINDISI**

Dear Sirs: — Your favour of yesterday is to hand. We hasten to answer you that it is a matter of course a new price-current should annul the preceding one. We make it a rule, when goods are ordered, to charge them at the quotations of our price-list in

force at the specified time. Our present price-current is N.º 11 and dates from February 1 st last. However, being anxious to meet the desire of our friends, as far as possible, and considering your order of the 14 th February as a supplement to last winter's commission, we will invoice still the casks at the prices of the preceding sending. This is an exceptional favour, and we trust it will help to increase our connections, but, however the desire to do business with your house may be great, we are to be clear on this point in future, and we must ask you henceforth to comply with our terms, which are invariable for any friend of ours.

Always dedicated to your service, we remain

*Yours truly*

*Bernucca & Tixi.*

**bb) Trade reports and market reviews.**  
**Price Current.**

127.

(115.)

**Emilio Garblani**

St. Paul (Brazil), November 17 th, 191...

Agent & Representative  
of Italian Export - houses

**St. PAUL**

(BRAZIL)

*Mr. Victor Razena*

**VERA CRUZ**

Dear Sir: — Your esteemed post card of the 12 th instant is before me, and, agreeably to your wish, I herewith hand you the report of our market, just now published, containing some important particulars on the present state of business.

No great variation has taken place in prices since my last reports, sugar excepted, which has undergone a complete change. Business in general is rather brisker than for some weeks past, and I hope it will hold on. Looking forward to your valued orders, I remain

*Yours faithfully*  
*Emilius Garbiani.*

128.

(116.)

ANNEXED

## Trade Exchange Hall

ST. PAUL



(BRAZIL)

MARKET

REPORT

St. Paul, 15<sup>th</sup> November, 191...

### EXPORTATION - PURCHASES

- Brandy. . . . . — Business is at a complete stand-still.  
 Campeachy . . . . . — Sales continue trifling.  
 Cochineal. . . . . — It is still in demand: it is quoted 1 \$ 950 p. lb.  
 Cocoa-nut . . . . . — It remains firm at last prices.  
 Coffee . . . . . — At steady quotations: 13 \$ 000/13 \$ 150.  
 Cottons. . . . . — They suffered a fall of 30 reis p. lb.  
 Indigo . . . . . — The sales for last week amount but to 3 : 745 \$ 000.  
 Malze . . . . . — Business is always slack.  
 Mahogany . . . . . — The demand was very slight in these last days.  
 Sarsaparilla. . . . . — A considerable advance is noticed R. 900 p. lb., a consequence of the poor crop.  
 Sugar . . . . . — It has fallen from 28 \$ 000 to 24 \$ 300, but it looks on the rise.  
 Yellow-wax . . . . . — This article cannot be sold at any price

### IMPORTATION - SALES

- Alimentary Pastes — They underwent a remarkable fall (viz: 1 \$ 070); market very dull.  
 , Preserves — Buyers are less eager every day.  
 Anchovies in oil. — They are ready sold at 5 reis above last quotation.

- Cheese** . . . . . — No business at all.  
**Chestnuts** . . . . . — Several cargoes lately arrived render the sale heavy.  
**Linen-cloth** . . . . . — The qualities most looked after are middle and coarse.  
**Olive oil.** . . . . . — It can only be disposed of in small quantities and at low prices.  
**Tomatoes Preserve** — A fine lot went off yesterday at — 1 \$ 200 p. lb.  
**Vermouth** . . . . . — Favorite brands enjoy good demand.  
**Wines** { *common*  
           *quality* . — Our market is overstocked.  
           *chosen in*  
           *bottles* . — Merchants are almost bare of this article.

129.

(117.)

**MICHAEL LO PARI**

Girgenti, April 15 th, 191...

AGENT & COMMISSIONER  
**GIRGENTI**

*Mr. A. Pagliani*

**CATANIA**

Dear Sir: — I have much pleasure in acknowledging the receipt of your esteemed letter of the 12 th instant, and I am happy to be able to inform you thoroughly about the produce for which you inquire, and wherewith you wish to do transactions in this country. As to sellers you may be certain that, on my side, I shall place you in business relations with firms of the first standing and of well known honorableness.

**Sulphur.** — In the meantime I hasten to inform you that the refined sulphur of first rate mines keeps the price at 15 liras in cake, and 12 liras 70 cent., the bag included, if powdered, both delivered free of charges at our R. R. station, or on the wharf of Port Empedocle.

**Cream of Tartar.** — As to the cream of tartar of our best refiners, 225 barrels of it were sold at 227 liras, free on truck. A firm here does

much business in this article; they have at this moment a lot of six tons to be disposed of, at the price of 225 liras per 100 kilós. Should you be inclined to buy it, please wire me.

**Saffron.** — As regards saffron, we must wait for the next crop, our market being at present quite destitute of this article.

Trusting to be soon favored with your valued orders I beg to assure you that my services are always at your disposal, and remain

Yours truly  
Michael Lo Pari.

130.

(118.) Per <sup>1</sup>/<sub>8</sub> "Orione," (1).

**L. PRIANO & SONS**

Commission Agents  
Exporters to America

**GENOA**

**SAMPJERDARENA**

Genoa, May the 15 th, 191...

*Mr. A. Benvicini*

**BAHIA** (Brazil)

Dear Sir: — We beg to send you this very day under separate cover our new price-current, just now published. We did our best to quote such prices as to beat the competition of the other Genoese firms transacting in our branch.

We hope you will find out some articles of your convenience and you will not delay in giving us your valued orders, which shall be, as ever, executed with the best care and precision.

Thanking you beforehand, we remain

Yours very truly  
L. Priano & Sons.

(1) Name of mail steamer whereby the letter is sent off.

131.

(119.)

ANNEXED

**L. Priano and Sons**  
**COMMISSION AGENTS — EXPORTERS TO AMERICA**  
*Special Stores in Bond*  
*Own Establishments in Sampierdarena*  
**GENOA (Italy)**

*June, 191...*

**PRICE CURRENT**

*of the Italian Articles exported by our house*

**Remarks.** — Our firm possesses own establishments for the preparation and confection of olive oils, preserves, extracts and other alimentary produce, being thus in condition to deliver goods of the very first quality at exceptional prices.

*Code used*

A. B. C. of W. CLARK



*Telegraphic Address*

"PRIANONS GENOA,"

**GENERAL CONDITIONS.**

*Commission.* — We charge 4 % on the amount of our invoices.

*Condition of payment.* — Draft at sight on buyers to the order of the "Brazilian Bank of Rio Janeiro".

*Interests.* — The reciprocal interest is fixed on 5 % a year.

*Telegraphic & postal expenses.* — At buyers' costs.

*Claims.* — We do not admit any claims either for whatever natural breakage or deterioration of the articles sent away, or for any diminution in volume, short-weight or other damages caused by atmospherical influence or otherwise produced. We are not even liable for any accident, average, or maritime disaster, because goods travel for account and risk of buyers, as it is a general rule in commercial transactions.







## bbb) Requests for Catalogs, Price-lists and Estimate of cost

132.

(XIX.)

Naples, April, the 15 th, 191...

*Messrs. Marsen & Pfeil*ALTONA**G. VERDONE**

PAINT FACTORY

Purveyor to the Dock Yard

**NAPLES**

Gentlemen: — I had an opportunity to see a dying stuff grinding machine; and a white lead washing machine of a new system of your own making. As both seem to have some interest for me, I will be pleased if you send me your illustrated catalogue with

your lowest prices for goods delivered free of charges at Naples Railway station.

I beg you to let me also know your sale terms and to point me out the guarantees you can give me for the regular working and long lasting of your machines. Should they, as well as prices, satisfy me so as to induce me to introduce your machines in my factory, I will order you one, for each quality, by way of a trial, and should it be followed by a good result, I will buy of you at least six. I tell you this for your government in charging prices.

Awaiting your reply, I remain yours truly

*G. Verdone.*

133.

(XX.)

**TASSO & GHIO**

Spezzia, March 17 th, 191...

*Messrs. Jaeger Bros.*SCHUK (Westphalia)**Cottage Builders****SPEZZIA**

Dear Sir: — Mr. Gastaldi, a civil engineer of Bordighera, has favoured us with your address. We beg you to send us the Catalog of Articles for electrical installations of

your own making, stating your lowest quotations and your conditions of payment for goods delivered free in the Railway station depot of Spezzia.

In this expectation, we remain yours truly

*Tasso & Ghio.*

134.

(XXI.)

REPLY



**Electric Works  
of JAEGER BROS.**

PURVEYORS  
to the Government  
SCHUK (Westphalia)

Schuk, (Westphalia), March 22<sup>nd</sup>, 191...

*Messrs. Tasso & Ghio*

*Architects*

**SPEZZIA**

Gentlemen: — Pursuant to the contents of your favour of the 17<sup>th</sup> inst. we send you to-day, under separate cover, our illustrated Catalog of Articles made by us for electrical installations. The prices we quote are the fixed ones for any client in Italy and are to be understood for goods delivered at Milan R. R. Stat., packing, carriage and duty paid. But in consideration of the large employ you make of such articles, and in

order to induce you to give us the preference, we grant you a 2% discount for cash payment. This latter is a « *sine qua non* » condition of our own.

To obtain the prices for Spezzia, you have but to add the cost of conveyance from Milan to your town. Awaiting your orders, we remain respectfully yours

*Jaeger Bros.*

135.

(XXII.)

**JOINT OLIVE OIL**

PRODUCERS  
BORDIGHERA

Bordighera, January the 16<sup>th</sup>, 191...

To the « *Volta Electric Co.* »

**Cairo Montenotte**

Gentlemen: — As we desire to make a complete electrical installation in our offices and dependencies, we beg you to send here a technical person to survey our establishment with the purpose to make up for us an estimate of cost for said installation. In order to give you an idea of the importance of the work to be done, and to induce you to quote us your lowest prices and to grant us the best terms, we tell you that besides the complete supply of light appliances for above 8000 candles, and 30 ventilators of a large diameter, you must deliver us the engine for the development of the necessary power and several motors for the working of 20 pumps for the decanting of our troughs.

We feel confident that beside studying all possible economy and supplying us with first rate articles, you will charge us such low prices in order to beat the competition of other electric Companies that offered us their services with very convenient proposals as to the sinking of the cost of the installation materials.

We expect your kind reply and remain yours truly

p. p. Joint Olive Oil Producers  
(sgd.) *Stazano Manager.*

## § 8.<sup>a</sup> — TRANSACTIONS IN GOODS ORDERS & THEIR EXECUTIONS

### 2) COMMERCE IN GENERAL

- c) Purchase and sale orders — Commissions  
Notice of shipment or expedition-note  
Acknowledgment of receipt of goods.

#### DOCUMENTS THERETO:

*Invoices, Account-Purchases and Charges, Account-Sales  
and nett proceeds, Certificates of origin, Bills of Lading,  
Consular Invoices and other Vouchers.*

136.

(120.)

**BENSON BROS.**

Marseilles, March 15 th, 191...

Liquors & Wines St-ro

*Messrs. Pigol & Vial*

Every description on hand

**MARSEILLES**

**BARCELONA**

Dear Sirs: — We are in possession of your esteemed letter of the 28th February last, and we thank you very much for the offers of service contained in it.

It is needless telling you that we wish every prosperity to your newly established house, and desiring to give you a proof of our friendly dispositions, we hand you, at the conditions indicated by you, the order, as per note of commission enclosed, which we recommend you in a particular manner and hope you will do your best to satisfy us.

We beg you to pay the greatest attention to the packing of bottles and to ship the goods on the first steamer bound for our harbour. Please to insure against every risks the invoice amount besides 15 % of presumed benefit. We reckon on the utmost solicitude on your part, as you are to consider that from the good and ready execution of this order will depend our decision to give you further commissions.

Awaiting your reply, we remain

*Yours truly*  
**Benson Bros**

**137.**  
**BENSON BROS.**  
 MARSEILLES

(121.) **ENCLOSURE**  
 Marseilles, March 15 th, 191...  
 ORDER SHEET FOR  
 Messrs. **PIGOL & VIAL** - Barcelona

Please to send us, in the way and manner previously agreed upon and at the prices and conditions known, the goods hereafter indicated.

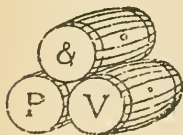
Mark & Nos.	Quantity	Description and quality of goods
7. 100 <sup>1</sup>	N. 10	Cask refined brandy 20 degrees.
<sup>3</sup> / <sub>4</sub> . RV <sup>2a</sup>	" 50	Bottles Malvasia Wine.
7. 50 <sup>1</sup>	, 1	Keg Jamaica Rum extra quality.
<sup>3</sup> / <sub>4</sub> . L <sup>3a</sup>	" 40	Bottles of assorted spirits (whisky, gin, cognac, brandy).

*Benson Bros.*

**138.**  
**PIGOL & VIAL'S**  
*Improved Wine - Cellars*  
 BARCELONA

(122.) **REPLY**  
 Barcelona, March 17 th, 191...  
 Messrs. *Benson Bros.*

**MARSEILLES**



Dear Sirs: — In reply to your favor of the 15 th inst. we hasten to inform you that we took due note of the order given us in the letter aforesaid. We shall immediately attend to it and hope everything will be ready for the next departure of the first steamer leaving for your harbour.

Please to accept our best thanks for this proof of confidence, and be persuaded we will put every care in executing your orders, deserving thus the favour of your new commands.

We remain

*Yours truly*  
**Pigol & Vial.**

139.

**L. BENJOHNSON**

Commission - Agent

**Dried fruits Exporter**

**NEW YORK (U. S.)**

(123.) (Continuation of Nos. 46 and 47).

New York, April 24 th, 191...

*Mr. David Erskine*

**PENSACOLA (Florida)**

order for the purchase on your account of:

N. 50 Cases refined Havana sugar

, 75 Tins Californian raisins

, 200 Drums dried figs.

Weight, quality, price and terms known.

Your instructions have been duly noted, and I will strictly follow your orders in the execution of this commission, about which I shall set myself at once. Rest assured I will do all in my power to gain your approbation and as I learn you urgently want these goods, I will push their despatch on so as to send you the invoice and the E L within a short while.

Meantime receive my sincere thanks for this first proof of your friendship, and believe me to be, sir

*Yours very truly*

*L. Benjohnson.*

140.

**L. BENJOHNSON**

Commission - Agent

**Dried fruits Exporter**

**NEW YORK (U. S.)**

(124.)

**ANNEXED**

New York, April the 30 th, 191...

*Mr. David Erskine*

**PENSACOLA (Fla.)**

Dear Sir: — Without any of your esteemed favors to answer, I have the pleasure to hand you enclosed the bill of lading and invoice of the articles I have shipped, to your address, on board the American pileboat « *Green Eagle* » Cap. Morrison of the « *Alabaman C'y* » which started this very morning from our harbour.

The greatest care has been taken in packing these goods, and the prices marked in the invoice will show you how much I have attended to your interests in this affair. For the amount of this sending, \$ 1247, I beg leave to draw on you at five days' sight as soon as you give me your approval. I wish you a regular reception of the merchandise. and I remain

*Yours truly*

*L. Benjohnson.*

141.

(125.)

ENCLOSURE

**" ALABAMA "**  
Sail & Steam Navigation C'y

Mobile and New York  
(U. S.)



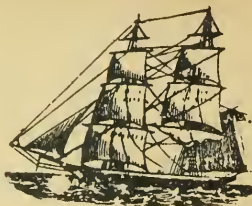
1 to 50 - 50 Cases Ha-  
vana sugar.

» 51 to 55 - 5 Packages  
containing 75 tins  
with Raisins.

» 56 to 59 - 4 Packages  
containing 200  
drums dried figs.

« Freight \$82 - Primage 10% »

WEIGHT UNKNOWN



## *BILL OF LADING* (Sailing Vessel)

Shipped, in good order and condition by L. BEN-JOHNSON on board of the American pileboat called the "GREEN EAGLE,, whereof **P. Morrison** is Master, and the "ALABAMA C'Y,, is Owner, now lying at the port of *New York*, bound for *Pensacola* (Florida) the goods, which being described, marked and numbered as in the margin, are to be delivered in the like perfect order and condition at the port of *Pensacola* (the Acts of God and the dangers of the seas only excepted) unto **David Erskine** or to his assigns, he or they paying freight for the said goods fixed in \$ 82 with a primage of 10 %.

*In Witness whereof*, the master of said vessel hath affirmed to three Bills of Lading, all of this tenor and date, one of which being accomplished, the other to stand void.

*Dated in New York, this 29 th day of April, 191...*

(signed *P. Morrison - Master.*



**142.**  
**DAVID ERSKINE**  
 Dealer in Colonial Produce  
 115, Broadway  
**PENSACOLA (Fla.)**

(126.)  
*Mr. L. Benjohnson*

**REPLY**  
 Pensacola, May 8th, 191....

**NEW YORK**

Dear Sir: — I am in receipt of your favor of the 30 th April last, enclosing bill of lading and invoice of the goods shipped to my address on the « *Green Eagle*... », Captain Morrison. The vessel having arrived here, I am also in possession of the merchandise, which I found in perfect order and of my full satisfaction. I thank you for the care you have taken in the choice of the articles, and I have credited your account with the amount of the invoice viz: \$ 1247, for the balance of which you may draw on me at five days' sight. With my best regards, I remain

*Yours faithfully*  
*D. Erskine.*

**143.**  
**Penet & Blondel**  
 Commission Agents  
**H A V R E**

(127.)  
*Mr. V. Lambert*

Havre, May the 6 th, 191...

**MARSEILLES**

Sir: — We confirm our respects of the 29 th April last, and we were yesterday honored with your esteemed favour of the 3rd inst. which ratifies the order for cacao you were so good as to give us by your post-card dated April 30 th last.

We have to day the pleasure to send you, under registered cover the bill of lading and the invoice of:

*1200 Kilos Haiti cacao, at 60 frs. per 50 Kgs..  
 contained in 15 bags weighing 80 Kgs. each or thereabouts,*

Having paid the maritime insurance premium of frs. 15.50 as per policy, which we keep in our hands, the amount of this shipment comes up to fr. 1455.40 which we carried to your debt. — We took the liberty of drawing on you, for such a sum, to the order of Messrs. Granet & Brian of Paris, at 60 days' date, and we have credited your account for balance.

Meanwhile please remark our last market reports as follow: Sugar are calm; the Antilles good quality is quoted 61 frs. Good ordinary Haiti coffee fell down to 48 frs. As to Cayenne pepper, it varies between 76/79.

We send you to day some samples for your government and hope to receive soon your new orders.

*Yours truly*  
*Penet & Blondel.*

144.

(128.)

REPLY.

**V. LAMBERT**  
**COLONIAL DEALER**  
*Chocolate Maker*  
**MARSEILLES**

Marseilles, May, 8 th 191...

*Messrs. Penet & Blondel*

HAVRE

Dear Sirs: — In reply to your favour of the 6 th inst. I have the honor to inform you that looking over the invoice, you adjoined to it, having found it in conformity, I have carried to your credit its amount of frs. 1455.40 and at the same time I have balanced this account by accepting your draft of equal sum to the order of Messrs. Granet & Brian of Paris at 60. days, which shall be duly paid when it falls due.

As to sugar and coffee, I await the samples you forwarded me, and should prices correspond to the quality, I will give you shortly an order of some importance. Although I am not inclined to buy now pepper, I will receive with pleasure the quotation of it and of other colonials. I remain

*Yours very truly*  
*V. Lambert.*

145.

(129.)

Milan, March 12 th, 191...

**BERETTA & CAMPI**  
*Salt provisions dealers*  
**MILAN**

*Messrs. A. Vassallo & Co.*

GENOA

Dear Sirs: — We beg you to buy for our account and to forward us to Milan by rail, goods train, « care of RR. Station packages depot »:

N. 4 Barrels herrings weighing 60 Kgs. each	
. 8 Bales stock fish	45   "   "
. 2 Casks olive oil	250   "   "

Be kind enough to take care that the goods be of a selected quality, and prices the most convenient you may get on your market. For the amount of the invoice draw on us, as usual, at 3 months' date. We remain, as always,

*Yours truly*  
*Beretta & Campi.*

146.

(130.)

REPLY

**A. Vassallo & Co.**  
Salt Provisions  
& Alimentary Preserves

Genoa, March 15 th, 191..

*Messrs. Beretta & Campi*

Stores in Bond

MILAN

GENOA

Dear Sirs: — In conformity with your esteemed letter of the 12 th inst. we forward you to-day by rail, to be held at Milan station till called for, the articles you were so kind as to order us. We trust you will be satisfied both with the price and quality of the goods, and we beg you to credit us, according to enclosed invoice, with Lires 1237.50 payable on the 15 th June next.

We will always be pleased to execute your esteemed orders and beg to remain,

*Yours truly*  
*A. Vassallo & Co.*

147.

(131.)

**Vernon & Lacour**  
Ancient Woollen Cloth Manufry  
SPECIALITIES  
For Exportation  
PARIS

Paris, April 15 th, 191..

*P. Bongard Esq.*

MADRID

Dear Sir: — We hasten to acknowledge the receipt of your favor of the 11 th instant. We thank you very much for the commission you were so good as to give us. We will look after it very earnestly in order to send it away, as you desire, as soon as we can.

Although the date fixed by you for the expedition be very limited, we shall do our best to give you satisfaction and we are sure you will be pleased with our way of transacting business.

Accept meanwhile our best salutations.

*Yours very faithfully*  
*Vernon & Lacour.*

148.

(132.)

ANNEXED

Paris, April 22<sup>nd</sup>, 191..

**Vernon & Lacour**  
Ancient Woollen Cloth Manufry

*P. Bongard Esq.*

SPECIALITIES  
**For Exportation**  
**PARIS**

**MADRID**

Dear Sir: — We had this pleasure on the 1<sup>st</sup> inst. and without any letter from you to be answered, we beg to inform you we have delivered to day to the R. R. forwarding office, carriage unpaid:

**V. L. N. 724/729 — 6 Packages,**  
containing your whole commission.

Herewith please to find the invoice thereto, amounting to 2118 frs., which sum you will have the goodness to credit our account with, at 3 months' date. In compliance with your request we add also the certificate of origin duly legalized. Always dedicated to your orders, we remain, sir, yours truly

*Vernon & Lacour.*

ENCLOSURES { *a*) Invoice.  
                  { *b*) Certificate of Origin.

149.

(133.)

ENCOSURE *a*)

**INVOICE**

**Vernon & Lacour**  
Ancient Woollen Cloth Manufry

Paris, April 22<sup>nd</sup>, 191..

*Mr. P. Bongard*

SPECIALITIES  
**For Exportation**  
181, St. Honoré Str.  
**PARIS**  
Established in 1916

**MADRID**

**DEBTOR**

*for the following goods bought of  
Vernon & Lacour at 3 months nett  
discount, delivered "free at the R. R.  
Station — Paris".*

Marks & Numbers	DESCRIPTION	Meters	Price	Sum
V. L. 724,729	N. 6 Bales containing 42 pieces of wool & cotton mixed cloth of 50 m. each. . . . .	2100	fr. 1	fr. 2100
	Packing : . . . . .	—		18
			frs.	2118

150.

(134.)

ENCLOSURE b)



**Vernon & Lacour**  
 ancient Woollen Cloth Manuf'ry

SPECIALITIES  
**For Exportation**  
**PARIS**

## Certificate of Origin

We, the undersigned, VERNON & LACOUR  
 Cloth-manufacturers, resident at Paris, N. 181  
 St. Honoré Str., do hereby declare that on the 22nd April 191...  
 under the N. 133 of our Register, have forwarded to Mr. P. BONGARD,  
 draper at Madrid, Nos. 6 packages, marked and numbered as at foot,  
 containing *forty two* pieces of wool and cotton mixed cloth, of our  
*own making*, duly labelled with our registered trade-mark, the stamp  
 of which is reproduced in margin herebelow, measuring together *two*  
*thousand and one hundred meters*, weighing 263 kilos gross, and 235  
 nett, having a value of frs. 2100 - as per the following.

### SPECIFICATION:

Mark & Numbers	Number of packages	Pieces or Cuts	Meters	
<b>V. L.</b>				<b>Two thousand and one</b>
<b>N. 724 to 729</b>				<b>hundred meters wool</b>
<i>Registered</i>	724	6	300	<b>and cotton mixed cloth</b>
<i>Trade-Mark</i>	725	6	300	<b>at 1 fr. a meter.</b>
	726	6	300	
	727	8	400	
	728	8	400	<i>Gross weight . . Kilos 263</i>
	729	8	400	<i>Tare . . . . . " 28</i>
<b>PARIS</b>		42	2100	<i>Nett weight . . . Kilos 235</i>

Paris, April 22nd, 191...

(sgd.) *Vernon & Lacour.*

I, the undersigned, do hereby certify that the foregoing signature of Messrs.  
 Vernon & Lacour is of their own true handwriting.

Paris, April 22nd, 191...

(sgd.) *P. Raul.**President of the Chamber of Commerce.*

I, Basil Stanghier, President of the Civil Tribunal of Paris, do attest that  
 the above written signature of Mr. Raul, President of the Chamber of  
 Commerce, is of his own proper handwriting.

Paris, April 22nd, 191...

(sgd.) *B. Stanghier*

151.

(135.)

MORO BROS.

Genoa, March the 1 st, 191...

EXPORTERS OF

Messrs.

Oil &amp; alimentary preserves

**GENOA***Charles Jimenez & Co.*S. Francisco (Cal.)

Gentlemen: — We received your telegram of yesterday thus compiled: « **Cavial regolvasco pacheco** », which we translated « ship on the first steamer leaving for New York 80 tins olive oil N.º 2<sup>b</sup>, of 10 kilos each at Lit. 180 fob, taking care to have them insured ».

As, for the present, we are sold out of the quality ordered, and wishing to ship the tins on the s/s « *Minerva* » leaving to-morrow, knowing you to be in a hurry, we are sending the next better quality (N.º 2<sup>a</sup>) charging it exceptionally at the same price. For further particulars we refer you to the invoice, which we beg to enclose herewith conjointly with the Bill of Lading and Consular Documents.

Always dedicatad to your orders we remain, Gentlemen, yours truly  
*Moro Bros.*

N.º 3 Enclosures.

152.

(136.)

ENCLOSURE a)

**Invoice N. 1217.**

MORO BROS.


Genoa, March the 1 st, 191...

EXPORTERS OF

Messrs.

Oil &amp; alimentary preserves

**GENOA***Charles Jimenez & Co.*S. Francisco (Cal.)**DRS.***for the following goods bought of us at 90 days.*S/S « *Minerva* » of the Hambro' Cy - Leaving on March 2nd, 191...

Mark & Numbers	N.º 4 Cases containing N.º 80 tins olive oil Mark 2 <sup>a</sup> of 10 Kilos each, nett weight 800 Kgs, delivered fob Genoa at . . . . . Lit.	130 % K.	1104 —
<b>M B</b>	Insurance with the « <i>Italia Cy</i> » 3 % . . . . .		33.12
100 to 103	Stamp & policy . . . . .		2.15
	E. & O. E.	Lit.	1139.27

153.

(137.)


ENCLOSURE b)

“THE HAMBRO’”

STEAM NAVIGATION C<sup>y</sup>  
Genoa - New York  
Chief-Office BREMEN



# Bill of Lading

<b>M B</b> 100 to 103	4 Cases containing: 80 Tins olive-oil. Gross weight 878 Kgs.
	<b>Freight \$ 21</b> in full. Weight, contents, measure and value unknown

Shipped in good order and condition by MORO BROS. in and upon the German steamer called « MINERVA » of the *Hambro Navigation C<sup>y</sup>*, whereof **F. Blackenberghen** is Master, now lying in the port of Genoa and bound for New York (U. S.)

the cases marked and numbered as in the margin, to be delivered in the like good order and condition, under the clauses inserted on the back of this B/L. (1) (the dangers and accidents of the Seas, Rivers and Navigation, of whatsoever nature or kind, excepted), at the aforesaid Port of New York unto Mr. **B. Candiani**. Forwarding Agent: or to his assigns, (who will have said goods forwarded to St. Francisco Cal. to Messers. CHARLES JIMENEZ & Co., buyers) he or they paying Freight, for the said four cases, agreed in \$ 21 in full.

*In Witness whereof*, the Master of said steamer hath affirmed to four Bills of Lading, all of this tenor and date, one of which being accomplished the other to stand void.

(sgd.) *F. Blackenberghen*  
**MASTER.**

(1) Every Navigation C<sup>y</sup> according to the voyage the vessel is bound to, issues peculiar policies with special conditions inserted on their backs.

154.

(138.)

ENCLOSURE c)

Consular invoice N. 717.

Issued in Quadruplicate.



## CONSULATE OF THE UNITED STATES

AT GENOA: ITALY

DATE: *March the 1 st, 191...* — SELLERS: *Moro Bros.* — PURCHASERS: — *Charles Jimenez & Co., S. Francisco Cal.* — NAME OF VESSEL: "*Minerva*," — PORT OF SHIPMENT: *Genoa* — PORT OF ARRIVAL: *New York* — PLACE OF ENTRY: *S. Francisco Cal.* — VALUE: *Lit. 1104 equal to \$ 210.20* — CONTENTS: *Olive-oil.*

### CONSULAR CERTIFICATE

I, the undersigned, Consul of the United States at Genoa, do hereby certify that, on this 1 st day of March 191..., the invoice described in the indorsement hereof was produced to me by the signers of the annexed declaration. I do further certify I am satisfied that the persons making the declaration hereto annexed, are the persons they represent themselves to be, and that the actual market value of the merchandise described in the said invoice, in the principal markets of the country at the time of exportation, is correct and true.

*Witness my hand and seal of office the day and year aforesaid,*

Received Lire 13, equal to \$ 2.50 U. S. gold cur.

(L. S.)

(sgd.) *R. B. Flentcher*  
United States Consul.

### DECLARATION OF SELLERS

We the undersigned, do solemnly and truly declare that we are the Manufacturers and sellers of the merchandise in the within invoice



mentioned and described; that the said invoice is, in all respects, correct and true, and was made at Genoa, whence said merchandise is to be exported to the United States.

We do further declare that the said invoice contains a true and full statement of the person to whom the same was sold, and the actual cost thereof, to be paid without any discount, bounties, or drawbacks. That no different invoice of the merchandise mentioned therein will be furnished to anybody, and that the currency and amount mentioned is the one which is to be paid. We do also declare that it is intended to make entry of said merchandise at St. Francisco, Cal.

*Dated at Genoa, this 1 st day of March 191...*

*Moro Bros.*

## I N V O I C E

*Invoice of 80 tins of olive oil purchased by CHARLES JIMENEZ & Co. of S. Francisco (Cal.) of MOLO BROS. of Genoa, to be shipped on the s s "Minerva", leaving on the 2nd March 191... for New York.*

Mark & Numbe s	Description and contents of packages	Weight	Price	Amount
				It. Lire
<b>M B</b>	N. 4 Cases containing:			
<b>100 to 103</b>	N. 80 Tins pure olive oil:			
	<i>Gross .</i>	878		
	<i>Tare . .</i>	78		
	<i>Nett . .</i>	800	at 138	1104.—



• We say It. Lire 1104 equal to \$ 210.40

*Moro Bros.*

155.

(139.)

James Soriano & Sons  
Commission - Agents  
Buenos Ayres

Buenos Ayres, July 8 th, 191...

*Mr. Frederic Corona*

P. O. B. N.º 1724

Rosario de S. Fé.

Dear Sir: We beg to inform you that we have sent you on board the brigantine « *Attila* » whereof Cap. **Cuentero** is Master, the merchandise you were pleased to order us to purchase for your ac/ by your letter of the 30 th June last. We enclóse the invoice, amounting to \$ 5964,68 which sum you will be so good as to hook to our credit at three months' date.

We hope you will be satisfied with this expedition, and awaiting new orders from you, we remain

*Yours truly*  
James Soriano & Sons.

ENCLOSURE: Account purchase.

156.

(140.)

ENCLOSURE

James Soriano & Sons  
BUENOS AYRES

**ACCOUNT PURCHASE**

*of the merchandise hereafter mentioned, forwarded to Mr. FREDERIC*

*CORONA of ROSARIO for his account and risk on board the brigantine « Attila », bound for that p rt.*

F C  
1 to 130



F C  
131 to 290



130 Bags containing:

32,150 pounds of sugar at 2,50

\$ per arroba . . . . . \$ 3,215

160 Bags containing:

40,300 pounds of rice at 1.50

\$ per arroba . . . . . \$ 2,418 - 5,633 -

**Charges**

Porterage, cartage &amp; lighterage \$ 72 -

Brokerage 1% . . . . . 56 33

Clearance . . . . . 6 20

Sea Insurance 1/2% on \$ 5.633 . . . . . 28 16 162 -

Commission 3% on \$ 5.633 . . . . . \$ 5,795 69

E &amp; O. E. TOTAL amount payable at 168 69

3 months: . . . . . \$ 5,064 68

Buenos Ayres, July 8 th, 191...

*James Soriano & Sons.*

**157.**  
**PETER BAJADOZ**  
EXPORTER  
of National Wines  
**ALICANTE**

(141.)  
Alicante, February the 10<sup>th</sup>, 191...

*Mr. B. Tompson*

**GIBRALTAR**

Dear Sir: — I have the pleasure to let you know that I have sent you

N<sup>o</sup> 3 Barrels national table wine  
„ 3 do selected wine for bottling

which you were so kind as to order me in your favour of the 1<sup>st</sup> instant. I beg to enclose the certificate of origin and the invoice thereto, amounting to 1276 pesetas, which I beg you to credit me with at one month's date.

The barrels were shipped in good condition on board the English s/s "*Irma*," of the "*Canarian Line*," which sails to-morrow bound for your harbour. Hoping you shall be satisfied with the quality of the goods, having had the best care to serve you properly, I wish you a good reception of same and awaiting your valued orders, I remain

*Yours very truly*  
*Peter Bajadoz.*

**158.**

(142.)

**ENCLOSURE**

**His Britannic Majesty's Consulate**  
**AT ALICANTE (SPAIN)**

*Consular Certificate of Origin*  
**N. 747.**



Personally appeared before me J. BRAKE, His Britannic Majesty's Consul at ALICANTE, Mr. PETER BAJADOZ, a Merchant resident at this port, and made oath that the *wine* contained in the *six barrels*, weighing net 1450 Kgs. and having a capacity of 1200 liters, or thereabouts, marked

**P B** ★ and [I], numbered from N.º 726 to 731, and shipped on board the steamer called the "*Irma*," of English flag, with B/L to the order of Mr. Tompson of Gibraltar, is really and *bond fide* the growth, produce and manufacture of Spain, and was grown, produced and manufactured at Alicante in the kingdom of Spain.

*In Wilness whereof* he signed this Certificate of origin.

(sgd.) *Peter Bajadóz.*

Sworn to and signed before me this 10 th day of February 191...

*J. Brake.*

H. B. M'S Consul.

L. S.

**159.**

(143.)

REPLY

**A. Tompson**

Gibraltar, *February the 15 th, 191...*

SHIP - CHANDLER  
GIBRALTAR

*Mr. Peter Bajadóz*

**ALICANTE**



Dear Sir: — Your letter of the 10 th instant to hand, in reply I beg to inform you that

I duly received the six barrels of wine shipped on board the s/s "*Irma*," I am really satisfied with the quality of the merchandise and I thank you for the care you had in serving me.

I looked over the invoice, and having found it exact, I gave order to my banker to remit you a check for balance on Messrs. Bendal & Cueva of your town, payable on the 10 th March.

Please, as soon as cashed, to credit me with it and to send me a receipt for my government.

Accept meanwhile my best respects.

*Yours truly*

**A. Tompson.**

160.

(144.)

## VERNET &amp; BLOND

DEALERS IN

Purveyors to



PROVISIONS

the french Navy

## MARSEILLES

Marseilles' August 17 th 191...

*Messrs. Paul Bergeret & Co.*BORDEAUX

Dear Sirs : — We avail ourselves of the kind offers of service your Mr. Benascon was good enough to present us when he lately visited our town on business.

We beg you to send us the soonest possible and in the manner you judge the best for our interests :

S  $\frac{100}{C}$  N.° 20 Casks selected Chablis wine of 100 liters each.  
 O  $\frac{150}{B}$  , 25 do common Bordeaux wine of 150 , ,

at the prices marked on your list, a copy of which Mr. Benascon delivered us on his passage.

We hope you will grant us, possibly, a little discount, which, however modest, may stimulate us to give you further important commissions.

As we are persuaded of being satisfied with this first order, both for the good quality of the wine and for its prompt despatching, we allow you to draw on us at 'ninety days' date, as we agreed with your partner. Should the expedition be effected, as we expect, by sea, we beg you to execute the insurance against all risks for our account.

Meanwhile we remain

*Yours very truly*  
*Vernet & Blond*

161.

(145)

**J. CARASCO**

Buenos Ayres, March 17 th, 191...

Commission - Agent  
Representative of the Firm

*Mr. B. Lopez*

V. LERMONT - PARIS

**PARANÀ**

**BUENOS AYRES**

Dear Sir: - In compliance with the order  
contained in your kind letter of the 2 nd

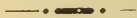
instant, I have bought for your account 10 pipes of brandy of 16 degrees at 125 \$ n/c in full each, and I shipped them this very day on board the s/s « *General Vidal* » of the South American C'y, which is to sail to-morrow bound for your port. I beg to enclose the B/L, and the invoice which, inclusive of charges and commission, amounts to 1247 \$ and 30 cents n/c, a sum which I booked to your debt.

Availing myself of your permission I had a draft for the aforesaid amount drawn on your bankers in Rosario, Messrs. Mellado & Cameros, to my order at three months' date.

Please to give the necessary instructions so as they can prepare a good welcome to my signature at maturity. Always devoted to your orders, I remain

*Yours very truly*

*J. Carasco.*



162.

(146.)

**CANEVA BROS.**

Genoa, January the 1 st, 191...

DEALERS IN  
Alimentary Produce  
EXPORTATION

*Messrs. Ramirez Bros.*

**ZURICH**

**GENOA**

Large stores in Bond

Dear Sirs: - We duly note the contents  
of your esteemed favor of the 29 th Decem-

ber last countermauding, out of the remaining part of your commission, the following articles which were ordered in duplicate:

- 1 Chest of 24 bottles Marsala wine, mark " Florio ,
- 1 " " 48 tins Anchovies in oil
- 1 " " 12 tins Tomatoes-preserve.

To avoid any misunderstanding, we beg to enclose specification of what remains to be delivered in order to complete your commands of the 17 th December last.

These goods are ready and at your disposal. Please to favour us with your forwarding instructions, that is: if we are to send them by fast or slow train, directly or through Customhouse Agents at Chiasso or Luino. Awaiting the favor of your reply, we remain

*Yours respectfully*  
Caneva Bros.

(Encl. 1 specification)

— • — • —

163.

(147.)

J. TAGLIAVACCHE & SONS

Genoa, January 15 th, 191..

CHEMICAL  
PRODUCE EXPORTERS

*Dear Sir,*

— GENOA —



We have been informed that numerous imitations of our products were and are always offered on sale on the market of Buenos Ayres. We beg you consequently to pay particular attention, before buying, to our registered trade-mark wherewith every article is provided, and to be aware that in some objects the letters "J. T. & S.," marked in the middle of the triangles have been artfully varied into "S. T. & H.," translating our Firm into Spanish.

We will take legal measures against the imitators of our brands, and shall be grateful to merchants who will impede the sale of such counterfeits. Please to take good notice of it and reserve us the honor of your valued orders.

*Yours very respectfully*

*J. Tagliavacche & Sons.*

Mr. V. Nardi

P. O. B. N. 710 Buenos Ayres

164.

(148.)

**BARK & TINK**

Bradford, May 12 th, 191

*Spinning & Weaving*  
**Steam Manufactory**  
**BRADFORD**

*Messrs. Anvil & Hammer*

**LIVERPOOL**

Gentlemen: — We are in receipt of your favour of yesterday, enclosing patterns, of which your Mr. Hammer spoke to us, when calling at our warehouse. We shall examine them carefully, but we can already tell you we intend preparing something of the kind for next Summer and Autumn season. We shall have pleasure in submitting to you the first types in about two months.

*Your respectfully*  
*Bark & Tink.*

165.

(149.)

**MANDIL & BERRETT**

Bradford, June 14 th, 191...

**BRADFORD**

*Messrs. Amber & Cook*

**PLYMOUTH**

Dear Sirs: — Be so kind as to pardon us if your esteemed order, given us through our Agent Mr. Bull, when calling at your office, which should have been sent off by the 10 th June instant, still it was not. The goods have only just come from the dyers in spite of our best care in urging the work. Please say whether we can forward them by passengers' train, we defraying the cost between fast and goods rate. Kindly wire the reply and charge us with the telegram.

*Yours faithfully*  
*Mandil & Berrett.*

166.

(150.)

REPLY

**Amber & Cook's**

Plymouth, June 16 th, 191...

**TAILORS**

*Purveyors to the R. Navy*

*Messrs. Mandil & Berrett*

**PLYMOUTH**

**BRADFORD**

Dear Sirs: — In reply to your esteemed letter of the 14 th instant, we confirm our telegram of this morning saying: « *We accept the expedition by passengers' train provided be sent off to-day* ». — Although we have a right to refuse it, however, being the first time you fail of your promise, we will not be very rigorous, but please to remark that in future we confide much in your usual exactness. While we debit you with 1 sh, for message, we remain yours truly

*Amber & Cook.*



# § 8<sup>b</sup>) — TRANSACTIONS IN GOODS. ORDERS AND THEIR EXECUTIONS

## 2<sup>bis</sup>) COMMERCE IN GENERAL.

Goods sent on sale — Purchase and sale on delivery

d) Goods sent in consignment or on sale for account — Documents thereto: Specifications; Account-sales, Pro-forma accounts etc.

187.

(151.)

NICOLAS CAVALLERI

Paraná, July 1 st, 191...

DEALER

in Skins, Hides and Leather

*Mr. John Sanchez*

**PARANÁ**

**BUENOS AYRES**

Dear Sir: — I have duly received your circular of the 15 th June last, in which you apprise me of having established in Buenos Aires a commercial house for the sale on commission of every description of goods. I thank you for your offers of service, of which I took good notice as well as of your signature.

As Messrs. Benal & Cabajo spoke highly to me of you, I apply to you begging you to sell for my account, to the best advantage of my interest, the following goods, which I send you per schooner " *Luisa* „ sailing to-day for your port,

4312 Llbs otter skins

150 Dry colt hides

150 Weights cow hides,

I add the B/L hoping you will do your best to stimulate me to remit you further sendings.

*I remain yours truly*  
*Nicolas Cavalleri.*

168.

(152.)

REPLY

**JOHN SANCHEZ**

Buenos Ayres, July 10 th, 191...

Leather & Skins  
COMMISSION AGENT  
Buenos Ayres

*Mr. Nicholas Cavalleri*

PARANÀ

Dear Sir: — I beg to inform you I duly received your kind letter of the 1 st inst. enclosing B/L. and at the same time I have the pleasure to apprise you that the schooner "*Luisa*," has yesterday cast anchor in our port safe and sound. This morning the merchandise she had on board has been landed and I found your consignment in good condition.

When I have accomplished with the custom-house formalities I shall offer the goods on market, and, as I am used to do, I shall take care of your interest in the best manner possible. Thanking you for the confidence you put in me, I remain

*Yours truly*  
*John Sanchez.*

169.

(153.)

CONTIN.

**JOHN SANCHEZ**

Buenos Ayres, July 10 th, 191...

Leather & Skins  
COMMISSION AGENT  
Buenos Ayres

*Mr. Nicolas Cavalleri*

PARANÀ

Dear Sir: — I confirm my letter of yesterday, and by the present I beg to inform you that the goods remitted to me by the "*Luisa*," have been sold at once this morning to the Gentlemen and at the prices as per enclosed account-sales. I give you credit for the net amount of \$ 2,875,96 n/c.; average value one months' date. I did my best to favor your interest, and hope you will be satisfied with the issue of this transaction. Awaiting your approbation, I remain

*Yours truly*  
*John Sanchez.*

N. 1 ENCLOSURE

170.

(154.)

ENCLOSURE

JOHN SANCHEZ

LEATHER & SKINS COMMISSION AGENT  
BUENOS AIRES

P. O. B. N.º 741  
TELEPHONE N.º 429

Telegraphic Address :  
« JONCHEZ B. AIRES »

Buenos Aires, July 10 th, 191...

# ACCOUNT - SALES

And Net Proceeds of the hereafter specified merchandise  
received per schooner « Luisa » and sold for account of  
NICHOLAS CAVALLERI of PARANA.

191...  
July 10th



SOLD to John M. Sosa, for cash,  
4312 lbs otters' skins at \$ 0.40  
per lb. . . . . \$ 1.724 80  
to M. G. Alvarez, at 3 months'  
date, 150 dry colts' hides at  
\$ 1.20 each . . . . . \$ 180  
to J. Llames, at 2 months'  
date, 150 weights cows' hides  
at \$ 8 per weight . . . . . \$ 1.200

1.724 80

180

1.200

3.104 80

# CHARGES

Porterage, cartage & lighterage \$ 72  
Brokerage 1% . . . . . 31 04  
Entry at the Custom-house . . . 6

72

31 04

6

109 04

\$

2.995 76

119 80

Commission 4% . . . . .

Net Proceeds, due August 10 th next ,

2.875 96

E. & O. E.

John Sanchez.

171.  
NICHOLAS CAVALLERI

DEALER  
in Skins, Hides and Leather

**PARANÀ**

(155.)

REPLY  
Paraná, July the 15<sup>th</sup> 191...

*Mr. John Sanchez*

**BUENOS AIRES**

Dear Sir: — In reply to your favours of the 9<sup>th</sup> & 10<sup>th</sup> instant, apprising me of the arrival and sale of the merchandise I sent you on commission, I beg you to accept my best thanks for the zeal and care you demonstrated in despatching my business. I remarked with satisfaction that prices having kept up, you were in the look out and you have chosen the favorable moment to sell off my consignment. As I have several important payments to meet, I ask leave to draw on you, on the 18<sup>th</sup> August next, to the order of Messrs. Barati & Como of your town for the sum of \$ 2.875,96, net proceeds of last account-sales; please to take due notice of it.

I hope shortly to send you fresh shipments, being encouraged with your correct way of transacting business. Repeating you my thanks, I remain

*Yours truly*  
*Nicholas Cavalleri*

— : — — — —

172.  
L. GUIMARAES  
COLONIALS EXPORTER  
Rio Janeiro

✱

(156.)

Rio Janeiro, April 30<sup>th</sup>, 191...

*Messrs. Black & Mill*

**LONDON**

Dear Sirs: — I have been favoured with your esteemed lines of the 2<sup>nd</sup> inst., and in order to try your market I have shipped to-day to your consignment, per s/s "*Rundale*," of the "*RED*

L. Guimaraes.

Rio Janelro      of the goods shipped on board  
 ✻      the s/s "Rundale," on consign-  
 ment to Messrs. Black & Mill of London to sell for  
 my account to the best advantage of my interest.

[illegible]

ENCLOSURE b)

## BILL OF LADING

*See the Form under N.º 153.*

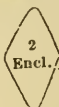
174.

(157.)

REPLY

per s/s "LIBERTAS", (1).

London, May 22 nd, 191...



*Mr. L. Guimaraes*

**RIO JANEIRO**

**BLACK & MILL**  
General Commission Agent  
**LONDON**  
W. C.

Dear Sir: — We are in receipt of your esteemed favour of the 30 th April last, and feel much obliged to you for your kind consignment of goods:

The twelve hogsheads of sugar, sent off to our address per s/s "*Rundale*", arrived safe and sound at our harbour on the 19 th inst., as we apprized you by our conventional message reading "allright", which we confirm, and were regularly landed and disposed of, at once, at the highest quotation of 45/—. As to the bags of coffee and cacao we warehoused them in bond, and shall use our best exertions to effect a profitable sale at the first favorable opportunity.

We hope you will approve of our having done so, when we assure you that the market has fallen full three per cent since the "*Rundale*" came in. We have the pleasure meanwhile to hand you herewith account-sales of the sugar, the net proceeds of which amount to £. 252: 18: 2, that we balance with the enclosed acceptance of Messrs. BLENNET & Co. of equal sum at two months' date. We remain, sir, your very obedient servants

N. 2 ENCLOSURES

*Black & Mill.*

(1) Name of Mail steamer taking the letter to destination.

175.

(158.)

ENCLOSURE a)

**BLACK & MILL**

London, May 22nd, 191...

General Commission Agent

**LONDON**

W. C.

*Account-sales and Net proceeds*

*of 12 hogsheads of sugar received per  
s/s «Rundale» from Mr. L. Guimaraes of*

*Rio Janeiro and sold for his account to Messrs. Blennet & Co. of London  
payable at two months' date.*

Marks	Description	Ct.	q.	l.	Price	L.	s.	d.
Nos. 1 to 12	12 Hhds sugar weighing net . . . . .	164	3	23	at 45 s	L. 371	3	0
	<b>CHARGES</b>	L.	s.	d.				
	Duty . . . . .	65	10	0				
	Bill and stamps . . . . .	—	9	—				
	Freight . . . . .	48	4	6				
	Wharfage . . . . .	1	0	6				
	Harbour dues . . . . .	4	12	6				
	Brokerage . . . . .	1	17	1				
	Commiss. on L. 371.3.0 at 1 $\frac{1}{2}$ % . . . . .	5	11	3				
						128	4	10
	E. & O. E.							
	Net Proceeds				£.	252	18	2



*Black & Mill.*

176.

(159.)

ENCLOSURE b)

# DRAFT ACCEPTED

London, 22nd May, 191... For £ 252 : 18 : 2.

*Two months after date, pay by this our first bill  
of exchange (second and third not paid), to the order  
of Mr. L. GUIMARAES of Rio Janeiro, Two hundred and  
fifty two pounds eighteen shillings and two pence,  
value received in goods.*

Messrs. **BLENNET & Co.**

*Black & Mill.*

**LONDON**



N. 744.

Accepted *Blennet & Co.*

177.

(160)

**E. COLAS**

San Sebastian, June 15 th 191...

Cotton-Agent.

SAN SEBASTIAN

(SPAIN)

*Messrs. P. Benjean & Co.*

**DUNKIRK**

Dear Sirs: — I was duly favoured with your esteemed letter of the 12 th inst., enclosing B/of L. for 50 bales Middling cotton shipped to my address, for order and account of our mutual friend Mr. L. Blanch of Cadiz, on board the s/s "Jean Bart," of the Marseillian Co. The steamer is lying, since yesterday, in our port, and to-morrow I hope to succeed in having the goods carried into my warehouses in bond. I shall use my best exertions to sell them off and inform of it Mr. Blanch. I expect to hand, to our friend, within short, a satisfactory account-sale because the stock on market is limited and quite composed of inferior quality and we remark, in these last days, prices are keeping up.

Doubtlessly everything depends on the influence that cargoes expected, within the week, from Brazil and the United States, may have on the markets of Liverpool and London.

Meanwhile I remain, dear sirs, yours truly

*E. Colas.*

178.

(161.)

**E. COLAS**

San Sebastian June 20 th, 191...

Cotton-Agent

SAN SEBASTIAN

(SPAIN)

*Mr. Lewis Blanch*

**CADIX**

Dear Sir: — I have the pleasure of enclosing herewith the account-sales of 50 bales Middling cotton received per s/s "Jean Bart,". I succeeded in meeting buyers at 25 ptas. per 50 kilos, net discount, payable at 60 days' date. As I was persuaded that this price might be of your



satisfaction because it affords the net-proceeds of 6428 ptas., I transacted the business at once.

To balance it I beg to enclose a bill of a like sum drawn, at two months' date, on buyer, Mr. M. Civald of our town, a solvable person under any respects. Trusting that the result of this little affair will encourage you to favor me with other more important consignments and referring you to the price-current, I hand you under separate cover, I am glad to add that the situation of our market continues to be favorable to the importation of cottons, although not in large quantities. Looking forward to your valued orders, I remain

Yours truly  
E. Colas.

— . — . — .

179.

(162.)

**Pereda & Mana**

Buenos Ayres, March 10 th 191...

Dealers in Wool, Skins & Hides  
of horned cattle  
EXPORTATION

*Messrs. Paul Camana & Co.*

**CADIX**

BUENOS AYRES

Gentlemen: — Under the protection of Mr. Manzo of Tucuman we take the liberty to ask you if you are disposed to receive in consignment, and sell on commission, for our account, lamb's wool and skins, hides or leather of horned cattle, caring, at the same time, for the payments we may have to make in your town up to the amount of our shipments. Should you be inclined to accept our proposal, please to send us a pro-forma account of a consignment whatsoever of wool and hides, in order to get an idea of the expense we are to meet on your market, inclusive of the commission and delcredere you intend to barge upon us. Awaiting an answer from you we remain

Yours faithfully  
*Pereda & Mana.*

180. (163.) Per s/s \* ALPHONSO XII .

REPLY

PALO, CAMAÑA & Co.

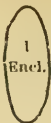
Commission - Agents

CADIZ

Cadiz, April 2nd, 191...

Messrs. Pereda & Mana

BUENOS AYRES



Dear Sirs: — We were very glad of receiving your esteem. ed favour of the 10th March

last, to which we hasten to reply. It is useless to tell you we accept very willingly your proposal and long for commencing business of mutual advantage with your respectable firm.

We will use the best exertions to justify the favourable opinion our mutual friend Mr. Manzo could inspire you in our behalf, and to deserve that confidence which we hope you will honour us with. In conformity with your desire we inclose a *pro-forma account of sales*, that you may have a right idea of the charges to meet in our market and that it may, possibly, be of some use to you as a base in your calculations.

The conditions mentioned in it are the very same we established with our correspondents at Montevideo and Buenos Ayres, and hope they will be accepted also by you. We beg to add that the mutual interest is five per cent. Expecting to see our desires accomplished, we are wholly at your disposal for any further particulars you may ask us.

Meanwhile believe us to be

*Yours very truly*

*Palo, Camana & Co.*

181.

(164.)

ENCLOSURE

PALO, GAMAÑA & Co.

Cadiz, April the 2<sup>nd</sup>, 191...

Commission - Agent.

PRO-FORMA ACCOUNT

CADIZ

of the merchandise hereafter specified, received from Messrs. Pereda & Maña of Buenos Ayres.

Sold to Mr. L. Bastian for account of above mentioned Gentlemen, payable at thirty days', net discount.

1-4	4	Bales, lamb's wool. . . . .	12	at	48	576	-	
111-150	40	Kid Hides . . . . .	1		4	160	-	
CHARGES			Ptas.	Cent.				736 -
Freight from Buenos Ayres			60					
Insurance. . . . .			20					
Porterage. . . . .			8					
Storage. . . . .			7	60				
Brokerage 1 1/2% . . . . .			11					
Commission 2% . . . . .			14	70				
Del credere 2% . . . . .			14	70				
Net proceeds, due May 2 <sup>nd</sup> , 191...							136	-
E. & O. E.							600	-

182.

(165.)

A. COLOMBINO

Genoa, April 15<sup>th</sup> 191...

COLONIALS BROKER

Messrs. Paddle & Rost

GENOA

LONDON

Dear Sirs: — In reply to your esteemed post-card of the 12<sup>th</sup> inst., I beg to enclose herewith a pro-forma account of a lot of 200 bags of coffee type 749 A, sold at the price one can at present obtain on the market of Genoa. From its result you are to be apprised, with some approximation, of the convenience you may have in sending me, or not, the lot asked for. You may rely on my best exertion in taking care of your interest. Looking forward to your reply, I remain yours truly

N. 1 Enclosure.

A. Colombino.

183.

(166.)

ENCLOSURE

A. COLOMBINO

Genoa, April 15 th, 191...

COLONIALS BROKER

GENOA

*Pro-forma Account*

For telegrams:

showing Net-proceeds of 500

Cobino - Genoa

bags Coffee received in consig-

ment, per s/s "Urania" from

Messrs. PADDLE & ROST of London and sold  
for their account to Mr. L. Ricci of Genoa at  
thirty days' date, net discount.

Mark	N.o	Description	Weight	Price		Amount	
<div>P &amp; R London</div>	800	Bags Coffee N 749 A. .	70.400				
		Tare 1 Kg. per bag . .	800				
		Net weight Kgs.	69.600	at 120	—	83.520	—
<div>Nos. 101-900</div>		CHARGES					
		Freight from London					
		£. 63 at 25.50 . . . .		1606	50		
		Maritime insurance 1%		835	20		
		Lighterage & Porterage		151	—		
		Weighing. . . . .		55	—		
		Fire Insurance 1¼% . .		208	75		
		Storage. . . . .		110	—		
		Brokerage . 1% . . . .		835	20		
		Commission 2% . . . .		1070	40		
		Postage & Telegrams. .		5	—	5.477	05
		Net proceeds, due May 15 th . . . It. Lire					78.042
	E. & O. E.						

## e) Contract or Sale on delivery.

184.

(167.)

**M. MASSARD**

Tourcoing, August the 1 st, 191...

DEALER

in Chemical Produce

*Mr. B. Nathany*

**TOURCOING**

**LILLE**

Dear Sir: — According to our verbal agreement respecting fifty Barrels of American Potash, prime quality, which you have engaged to deliver me on the 30 th of next October, at the price of Frs. 25 per 50 Kilogr. net weight, deducting tare as usual at 5 %. I beg to hand you inclosed, as agreed, two written contracts signed and sealed by me and containing a precise specification of our terms. Be so kind as to send me one copy, by return of post, duly signed and sealed by yourself. In the mean time I remain, dear sir, your respectfully

*M. Massard.*

185.

(168.)

ENCLOSURE

## Contract or Sale on delivery

Stamp  
of 2 frs.

It is mutually agreed, by these presents, between the undersigned B. Nathany, merchant, resident at Lille, N. 18 Rome Str., on a part, and M. Massard, trader, resident at Tourcoing, on the other, that:

Mr. B. Nathany engages himself to sell and deliver on the 30 th October next, in his residence aforementioned at Lille, to Mr. M. Massard of Tourcoing, the quantity of *fifty barrels of American red potash*, first quality, at the price of twenty five francs per fifty kilos, net weight deducting tare as usual at 5 %.

It is moreover agreed that, would not Mr. Massard acknowledge the merchandise to be of the first quality, and refused to accept it, it shall be submitted to the examination of two experts designated by the parts, and should said experts not accord or fall in with, they are to appoint a third one, in their choice, and in want of him, the Tribunal of Lille shall delegate an arbitrator.

In every case, the covenanters declare to conform themselves to the decision of said arbitrators and they renounce to any contrary pretention.

It is also agreed that, should the experts declare, at the arrival of the merchandise, it were not of the quality specified in this contract, Mr. Nathany, the seller, shall not be obliged to deliver any other, provided he proves, in good faith, through his correspondents' letters or by any other legal manner, that it was precisely the merchandise negotiated he intended and meant to sell; in such a case the purchaser will be free to accept it at the price established in this contract or at the price fixed by said experts, had they really recognized the inferiority of the potash. The payment conditions are stipulated as follows: One half of the amount for cash, payable in Lille at the delivery of the merchandise, and the remaining half, by a draft at three months' date.

*Made out and signed in duplicate at Lille, this 2nd day of August, 191...*

In witness whereof

(L. S.)

(sgd.) *M. Massard.*

(L. S.)

Approved & ratified  
by me  
(sgd.) *B. Nathany.*

186.

(169.)

REPLY

**B. NATHANY**

*Lille, August the 3rd, 191...*

Chemical Produce Factory

*Mr. M. Massard*

Established in 1915

**LILLE**

**TOURCOING**

Dear Sir: — In reply to your favour of the day before yesterday, I beg to hand you enclosed the Duplicate of the contract, agreed on between us, for 50 barrels of American red potash, bought of me, and which I have agreed to deliver to you on the 30th October next. I have duly affixed my seal and signature to said bargain. Be assured of my best endeavours to execute it to your perfect satisfaction in order to deserve your confidence for future larger business.

*Yours very truly*  
*B. Nathany.*

## § 8c) — TRANSACTIONS IN GOODS ORDERS AND THEIR EXECUTION

### 3) COMMERCE IN PARTICULAR

#### I.

#### f) Textiles (1)

187.

(170.)

**Bartsch, Wirz & Co.**

Mulhausen, January 14th 191...

Steam Weaving & Spinning  
Manuf'ry of every description*Messrs. Vernack & Blanck*

OF CLOTHS

Mulhausen (Alsace)

ZURICH

Gentlemen: — Your favour of the 11th inst. to hand with order for 15 meter of Cachemire *noisette* equal to your pattern. We are very sorry but we have not at present the shade in stock and we cannot dye less than 25 m., the shortest length our dyer will accept. You also order a length of 10 m. coffee-colored Merino, 110 cm. in breadth, mark "Zebra". This stuff is in stock, but we regret to say we cannot comply with your desire of executing the order, in as much as, we had the honor to inform you of it lately, these goods are only saleable by whole lengths of 50 m. or half pieces of 25 m. each.

If we were to cut the length you wish from half a piece, we should find it impossible to dispose of the remaining 15 m. among our customers. Awaiting your further dispositions, we remain, gentlemen, faithfully yours

*Bartsch, Wirz & Co.*

(1) The letters of this section are supposed to be extracted from the signing firms' letter-books.

188.

(174.)

**Bartsch, Wirz & Co.**

Mulhausen, *January 17 th, 191...*

Steam Weaving & Spinning  
Manuf'ry of every description

*Messrs. Lund & Patsch*

OF CLOTHS

**Mulhausen** (Alsace)

## BERN

Gentlemen: — In reply to your favour of yesterday we much regret that our last delivery did not meet with your approval. This astonishes us so much the more as we have never had, during the twenty years we transact business with this article, any complaints, as to our dyes not being fast. Please to cut a large-sized sample from the most defective piece, and we will submit it to our dyer, whose reputation is well known, and by next post we shall arrange this matter according to the rules of equity. Believe us to be ever

Yours faithfully

*Bartsch, Wirz & Co.*

189.

(172.)

**Bartsch, Wirz & Co.**

Mulhausen, March 12th, 191...

Steam Weaving & Spinning  
Manuf'ry of every description

*Messrs. Riccione & Carli*

OF CLOTHS

Mulhausen (Alsace)

## PALERMO

Dear Sirs : — We understand with pleasure that our agent Mr. William Werner has had the honor of calling upon you recently with our collection of samples. In compliance with his instructions, we forward you to day, by parcel-post, our last pattern-cards of Cloths and Dress textiles for Spring and Autumn seasons. Kindly indicate the numbers of the articles which interest you most, and we will send you types, measuring 15 cm. across the pieces, for your nearest inspection.

The prices marked on labels are our general quotations, but on the  
etches please to note the following facilities:

A reduction of Mk. 0.50 per meter, for articles quoted 7 Mk.

0.75 9

Discount 3% goods delivered, unpacked, in our stores in  
Mulhausen and payable in German marks at 60 days  
from invoice' date.



Although we allow these terms only to those wholesale firms, who do a large figure of business with us, we extended them to you in order to encourage transactions, being anxious to make a commencement with your worthy house.

Awaiting soon an order from you, we remain

*Yours truly*

*Bartsch, Wirz & Co.,*

190.

(173.)

**Bartsch, Wirz & Co.**

Mulhausen, May 2nd, 191...

Steam Weaving & Spinning

Mann'ry of every description

*Messrs. Schrein. & Wirth*

OF CLOTHS

Mulhausen (Alsace)

BASEL

Dear Sirs: — Your favour of yesterday enclosing pattern cut from the piece N. 718, noisette extra wool-stuff, invoiced and forwarded on the 26th April last, duly came to hand. We deeply regret that this piece escaped our notice. You are perfectly right; it is indeed damaged or rather it has been burnt on the dye. Please to return it by goods train, costs unpaid, to the "*Drawback Office*," Goods Depot, Mulhausen RR. Station, and we will credit you with the carriage and custom duty you paid for it.

We beg to assure you we will take such due precautions that this inconvenience shall not occur again.

As regards the pieces of single-shaded chevots Nos. 17 & 17 *bis*, we can affirm to you they are exactly, both for quality and shading, as the sample-types submitted to you by our Representative. It is not customary with us to manufacture special cuts for our pattern-collections. They, as honesty demands, are taken off from the pieces ready for sale, and in case of renewing our stock, our makes do not vary. The defect you remark in the lightness is more

apparent than real; it is solely owing to the process of dyeing and finishing.

We cannot allow any discount for packing, having to pay it ourselves the price we charge to our friends. Please to return us, carriage free, the empty case; if in good condition, we will credit you for its value as per our special rate for void pack-casings sent back to us.

Always devoted to your valued orders, we remain, with particular respect,

*Yours very truly*

*Bartsch, Wirz & Co.*

— • — • —

191.

(174.)

**Bartsch, Wirz & Co.**

Mulhausen, August 21 st, 191...

Steam Weaving & Spinning  
Manuf'ry of every description

*Messrs. A. Long & Co.*

OF CLOTHS

**Mulhausen** (Alsace)

**LUZERNE**

— 1 • 1 —

Dear Sirs: — As requested by our Representative Mr. Carsch, when calling upon you, we forward to you, to-day, some patterns by parcel-post. The necessary indications, viz: price, width and length of each piece, are written on the labels pasted on samples.

Please observe that articles marked with a R are in stock ready to be sent off at any request, the others are on the dye, and will be round in about 20 days, if asked for. Awaiting the favor of your orders, we remain

*Yours very truly*

*Bartsch, Wirz & Co*

— • — • —

*f<sup>bis</sup>* Textiles (cont.).

192.

(175.)

COCK, BERG & Co.  
 Steam Spinning  
 and Dyeing Manufry  
 ELBERFELD  
 (Germany)  
 Established in 1915

Elberfeld, January the 12th, 191...

*Messrs. Andersen & Bjorgfeld*CHRISTIANIA

—  
 Gentlemen: — At the request of Mr. Petersen, our Representative for Norway, who recently had the pleasure of calling upon you for the purpose of submitting to your kind perusal our collection of patterns, we send you to-day, per parcel-post, large stripes measuring m. 0.20 full width, as types of a few articles indicated by him as being of your taste and most suitable for your trade.

We also add our range of shades, and please to remark that we can deliver any colour in 15 days.

Mr. Petersen sends us a pattern of a textile which you would like us to make peculiarly for you. We are willing to engage to do so, if you will be good enough as to remit us an order for, at least, 12 whole pieces, which we would put in hand at once for your special account. Please to note that we want for weaving them a delay of two months from date of order, and their price will be of Mks. 1.70 per meter, black and colored indistinctly, payable nett at 60 days, goods delivered " *free Elberfeld RR. Station* ..

Awaiting your reply, we are, Gentlemen, faithfully yours

*Cock, Berg & Co.*

193.

COCK, BERG & Co.

Steam Spinning  
and Dyeing Manuf'ry

ELBERFELD

(Germany)

Established in 1915



(176.)

Elberfeld, February the 5 th 191...

Messrs.

*Ollandini & Bernardi*

MILAN

Dear Sirs: — We took due note of your esteemed order remitted us by your post-card of the 1 st instant.

We are dyeing up at once the goods you ask of us, and they will be delivered within 12 or 15 days, with the exception, however, of the cloths which will take us, at least, one month, but we will inform you exactly in our next. Meanwhile we remain, Gentlemen, your obed't servants

*Cock, Berg & Co.*



194.

COCK, BERG & Co.

Steam Spinning  
and Dyeing Manuf'ry

ELBERFELD

(Germany)

Established in 1915



(177.)

Elberfeld, March the 7 th, 191...

*Messrs A. Nardin & Sons*

BERN

Gentlemen: — We regret to have to inform you, that the goods you ordered of our representative Mr. Witch have been spoilt on the dye. We have put others in work, and are hurrying them round as much as possible, but they will not be ready before 10 days. We are very sorry for this mishap, but that is nobody's fault.

Always devoted to your valued commands we beg to remain

*Yours very truly*  
*Cock. Berg & Co.*

195.

(178.)

**COCK, BERG & Co.**

Elberfeld, April 18 th, 191...

Steam Spinning  
and Dyeing Manuf'ry*Messrs. A. Ralandi & Benetti***ELBERFELD**

(Germany)

**FLORENCE**

Established in 1915

Dear Sirs: — We have the  
honor to forward to you to-

day, by parcel-post, patterns cut from pieces for your esteemed order, which have just come off the dye. Please to say if they correspond to your desire, and send us your instructions for their expedition. In our opinion the only piece a little off shade, is the "light chesnut colored Merino"; in order that you may compare it, we enclose herewith the sample you send us as a type. Please let us know if you accept it, or if we should re-dye it, or prepare another. We were willing to give it a second trial, but we are not certain of a more satisfactory result. It is exceedingly difficult, in fact almost impossible, to obtain a mathematical exactitude in dyeing these colours. Our dyer guarantees nothing.

Awaiting the favour of your reply by return of post, we are, dear Sirs, yours respectfully

*Cock, Berg & Co.*

196.

(179.)

**COCK, BERG & Co.**

Elberfeld, May 17 th, 191...

Steam Spinning  
and Dyeing Manuf'ry*Messrs. A. Trueba & Sons***ELBERFELD**

(Germany)

**BARCELONA**

Established in 1915

Gentlemen: — The purport of the present is to inform you that your esteemed order, placed with our representative Mr. Bajadero, is having our best

attention. We will deliver it in 15 days, just the time required for dyeing. The piece "black Nankin N. 718," will be wanting, as it is sold out both in colors and in the gray, and we do not intend remaking it being the season too much advanced. The piece "Bengala Cashmere," will not be ready before a month; we have no stock in the grey, but we have a large quantity on the looms, the first specimens of which will be ready in about a fortnight or 18 days. Shall we send this piece by itself or wait for an opportunity to enclose it in next case with other goods? Looking forward to your reply, we are, Gentlemen, yours truly

*Cock, Berg & Co.*

197.

(180.)

**COCK, BERG & Co.,**  
Steam Spinning  
and Dyeing Manuf'ry  
**ELBERFELD,**  
(Germany)  
Established in 1915

Elberfeld, October 11<sup>th</sup>, 191..

*Messrs. Benk & Wertheim*

**HAMBURG**

Dear Sirs: — We are in receipt of your esteemed letter of the 8<sup>th</sup> inst. We much regret our not being able to comply with your request, because our looms are, at present, too much engaged to permit us of weaving any new style peculiar to your house.

We beg to tell you yet that we produce similar articles to your pattern under Nos. 717-24 & 842-56. We therefore take the liberty of forwarding to you to-day, per post-parcel, our collections with all particulars. and we trust you are to meet with some articles of your taste and you will hand us an important commission.

If you are disposed, next year, to place an order with us for 20 full pieces, we shall prepare a special article for you and give you a guarantee for the exclusive sale to your firm.

Awaiting the favor of your reply, we remain,  
sirs, yours respectfully

*Cock, Berg & Co.*

— • — • —

198.

**COCK, BERG & Co.**

Steam Spinning  
and Dyeing Manuf'ry

ELBERFELD  
(Germany)

Established in 1915

(181.,

Elberfeld, November 17 th, 191...

*Honorable Firm of*

*Widow of A. Barros & Sons*

LISBON

Dear Sirs: — In accordance with your Mr. Joseph Barro's verbal instructions, when recently calling upon us, we write to inform you your order is quite ready and we only await your forwarding instructions. We duly received this morning your favor of the 13 th and observe you omitted to subjoin the pattern of the dark-green cloth mentioned, which, please, send us by return and we will at once provide for its prompt making. On our part in our letter of the 11 th we forgot to enclose the price list alluded to. We now transmit it to you and beg you to excuse us for such an involuntary omission.

Awaiting your further favors, we beg to remain

*Yours very truly*  
*Cock, Berg & Co.*

§ 8<sup>d</sup>) — TRANSACTIONS IN GOODS  
3) COMMERCE IN PARTICULAR

g) Coals.

) PURCHASE & SALE.

199.

(182.)

**P. BOZZANO**

Genoa, *December the 3 rd. 191...*

Pit-Coal Merchant

**GENOA**

*Messrs. Hasting & Burk*



**NEWCASTLE**

Dear Sirs: — In the Newcastle Coal Hall price-list of the 26 th November last, kindly remitted to me by you, I observe "*Hasting* „ steam-coal quoted at 27/3 fob. However, from particular informations, I am aware such a quality has lately suffered a fall of some pence, therefore I beg you to point me out your last price for 1800 tons to be shipped within 15/18 days.

Awaiting your reply by return of post, I remain

*Yours faithfully*

*P. Bozzano.*

200.

(183.)

REPLY

**HASTING & BURK**

Newcastle, *December 6 th, 191...*

Proprietors of Mines  
COAL-EXPORTERS

*Mr. P. Bozzano*

Newcastle-on-Tyne

**GENOA**

Dear Sir: — Your esteemed letter of the 3 rd inst. to hand. We can deliver to you 1800 tons « *Hasting* large pieced or lump steam-coal » at 27/1 fob Newcastle or 37/2 cif Genoa, at the usual terms, against bill at sixty days' date, provided we have the option as to shipping day, having, with much probability, our coal steamer « *Tyndale* » back in ballast within two weeks and ready to receive the cargo at her arrival.

Looking forward to your valued orders, we remain, sir yours very truly

*Hasting & Burk.*



201.

(184.)

**P. BOZZANO**

Pit-Coal Merchant  
**GENOA**

Genoa, December the 3rd, 191...

*Messrs. Scott Bros.*

*Ship-Brokers*

**NEWCASTLE**

Dear Sirs: — I am in negotiation with Messrs. Hasting & Burk for 1800 tons steam-coal, to be shipped within 2 weeks in Newcastle, and very probably in Howdon Dock, and I desire to have a vessel ready to hand. Therefore I beg you to inform me if you can charter for my account a steamer of 1700 tons, or thereabouts, ready to load, within 15/18 days, a coal-cargo to be conveyed from Newcastle to Genoa, stating me, of course, the lowest freight asked for.

Awaiting your early reply, I remain, sirs, yours respectfully

*P. Bozzano.*

202.

(185.)

REPLY

**SCOTT BROTHERS**

Newcastle, December the 6th, 191...

MARITIME AGENTS

*Mr. P. Bozzano*

Ship & Insurance Brokers

**GENOA**

Newcastle-on-Tyne  
For Telegrams « Scottbro »

Dear Sir: — We are in receipt of your favour of the 3rd instant and we have the pleasure to let you know that within 15 days we expect ready to load in the Howdon Dock-Newcastle the good s/s "Ragusa", Captain Burns, of about 1850 tons burthen, now on her voyage home, at the price of 9/9 per ton. Persuaded that at so advantageous a freight you shall not miss this favourable occasion, we look forward to your telegraphic instructions.

*Yours truly*  
**Scott Bros.**

203.

(186.)

REPLY to N.º 200

**P. BOZZANO**

Genoa, December the 9 th, 191...

Pit-Coal Merchant  
**GENOA**

*Messrs. Hasting & Burk*



NEWCASTLE

Dear Sirs: — Your esteemed letter of the 6 th inst duly to hand. I accept 1800 tons « Hasting large pieced or lump steam-coal » at 27/1, fob Newcastle, against a draft at sixty days' date from invoice, to be loaded, within 12/15 days to commence from to-day, on board the steamer « *Rugusa* » freighted for m/ac. by Messrs. Scott Bros., expected ready to receive her cargo at the fixed day in the Howdon Dock.

I remain yours truly

*P. Bozzano.*

204.

(187.)

REPLY to N.º 202

Newcastle — Genoa — 9 - 12 - 191...

*Scottbro - Newcastle.*

Fix « *Ragusa* » at 9/9 should cheaper be unattainable, 1800 Hasting Newcastle Genoa.

*Bozzano.*

205.

(188.)

ANNEXED

**P. BOZZANO**

Genoa, December the 9 th, 191...

Pit-Coal Merchant  
**GENOA**

*Messrs. Scott Bros.*



Newcastle-on-Tyne

Dear Sirs: — I confirm my telegram of to-day reading: « Fix the s/s *Ragusa* » at 9 shillings and 9 pence per ton., should you not succeed in getting a lower rate, to load 1800 tons Hasting steam-coal to be carried from Newcastle to Genoa.

For further informations please to apply to the shippers, Messrs. Hasting & Burk, who are to deliver the cargo fob in Howdon Dock — Newcastle, and remit me in due time the documents. Meanwhile I remain

*Yours truly*  
*P. Bozzano.*

206.

(189.)

CONT. to N.º 203

**HASTING & BURK**

Newcastle, December 23rd, 191...

Proprietors of Mines  
COAL - EXPORTERS

*Mr. P. Bozzano*

Newcastle-on-Tyne

**GENOA**

Dear Sir: — We have the pleasure to send you herewith the Bill of Lading and invoice of 1800 tons "Hasting steam-coal," shipped on board the s/s "Ragusa," bound for your harbour.

We think proper to enclose also the Certificate of mine for any contestation which may arise. We beg meanwhile to draw upon you for the invoice amount at sixty days' date, and expect you will honor our signature as it is customary with you. While we present you the compliments of the season, we remain

*Yours truly*

*Hasting & Burk*

**ENCLOSURES:**

a) BILL OF LADING (See Form N.º 153).

b) INVOICE (It follows under N.º 207).

c) CERTIFICATE OF MINE (See next page N.º 208).

207.

(190.)

(INVOICE)

ENCLOSURE b)

**HASTING & BURK**

Newcastle-on-Tyne, December 23rd, 191...

Proprietors of Mines  
COAL - EXPORTERS

*Mr. P. Bozzano*

Newcastle-on-Tyne

**GENOA**

**Dr.** to HASTING & BURK

for the following goods per s/s "Ragusa" against Bill at 60 days

Tons					L.	s.	d.
1800	Hasting Steam-coal . . at	27	1		2437	11	0
	" Job Newcastle ,						
	E. & O. E.						

*Hasting & Burk.*

208.

**HASTING & BURK**

Proprietors of Mines

COAL  
EXPORTERS

Newcastle-on-Tyne

HASTING  
STEAM - COAL

(191.)

ENCLOSURE c

**CERTIFICATE OF MINE**

Newcastle-on-Tyne, December 21 st, 191...

WE DO HEREBY CERTIFY to have loaded on the North R. R. trucks, to be carried to the Howdon Dock-Newcastle and shipped on board the s/s « Ragusa » bound for Genoa,

Tons	1809	} 1800 tons nett weight of
Shedding $\frac{1}{2}\%$	9	

« Hasting Steam-coal » of the best quality known by this name fresh wrought and just raised from the mine.

(sgd.) *Hasting & Burk.*

*I, the undersigned, His Italian Majesty's consul at Newcastle, do hereby certify that the foregoing signature of Messrs. Hasting and Burk is of their own true handwriting.*

Newcastle, December 22 nd, 191...

L. S.

(sgd.) *Bernardi*

CONSUL GENERAL.

209.

**SCOTT BROTHERS**

MARITIME AGENTS  
Ship & Insurance Brokers

Newcastle-on-Tyne

For Telegrams « Scottbro »

(192.)

CONT. to N.º 205

Newcastle, December 22 nd, 191...

*Mr. P. Bozzano*

**GENOA**

Dear Sir: — We beg to enclose herewith the Charter-party of the s/s « Ragusa », leaving our harbour to-morrow after having regularly shipped 1800 tons of Hasting steam-coal to be delivered to you. Wishing you the good reception, we have the honor to remain

*Yours truly*  
**Scott Brothers.**

210.

(193.).

ENCLOSURE



**SCOTT BROS.**

**Newcastle-on-Tyne**

## CHARTER - PARTY

Steamer

Newcastle-on-Tyne, December 18th, 191.

It is this Day mutually agreed between Messrs. STEPHENS & MARSON, Owners of the good Steam-Ship called the « *Ragusa* » whereof Mr. BURNS is Master, of 1850 tons

Cargo, now lying at the port of Newcastle, and Messrs. Scott Brothers, as Agents to the Freighters. That the said Ship being warranted tight, staunch, strong, and now in every way fitted and ready for the Voyage, shall, with all possible despatch, sail and proceed to the Howdon Dock, in the River Tyne, and there load in the customary manner a Cargo of « *Hasting Steam Coal* », not exceeding what she can reasonably stow and carry, over and above her Takle, Apparel, Provisions, Fire Coal, and Furniture; the Freighters being allowed for loading the Vessel four running days from to-morrow, and being so loaded shall therewith proceed under steam to Genoa, or so near thereunto as she may safely get, and there deliver the same, always afloat, according to the laws and customs there in use, the Freight paid at and after the rate of 9/9 (nine shillings & nine pence) per ton of 20 cwt. delivered.

The Freighters paying all customary Dues and Duties on the Cargo, and the Ship all other Port Charges, (the Act of God, Fire, and all and every other Dangers, and Accidents of the Seas, Rivers and Steam Navigation of whatever nature and kind soever, during the said Voyage, always excepted).

The Cargo to be received at Port of Destination, by the Consignees, from alongside the Ship, at the rate of *six hundred* tons per day, (Sundays and Holidays excepted) weather permitting, and except in case of riot, strike, or other accident which may prevent the discharging of the Cargo, to commence from the time of their receiving written

notice of Ship being ready to unload. — Demurrage at the Port of Destination to be paid at the rate of Thirty Pounds per day.

The Freight to be paid on unloading and right delivery of the Cargo, in Cash at the current rate of exchange. The Captain to have a lien on the Cargo for Freight and Demurrage.

The Captain to sign Bills of Lading for Cargo, as presented, without qualification, except weight unknown, within 24 hours after Ship is loaded, or pay £. 8 (*eight pounds*) as liquidated damages.

The Ship to be addressed to the Charterers' Agent at the Port of Discharge, paying *two* per cent Commission on amount of Freight, and employ Bruna Brothers as Brokers, on usual terms, not exceeding £. 5 (*five pounds*).

Any claim for Average to be settled according to the custom at Lloyd's.

In case the Steamer is prevented by any circumstance to load, or in case she receives damage rendering it impossible for her to load within eight days from the day, stated in this Charter, as her expected loading date, then Merchants to have the option of cancelling this Charter. It is optional with the Consignees to employ their men in discharging the Cargo at Steamer's expense, but the amount to be paid not to exceed what is customary for the unloading of Steamer at the Port of Destination.

A Commission of Five per cent is due by the Ship to Scott Bros. on signing this Charter-Party, and to whom the Captain must apply for usual Custom House business.

Steamer to have liberty to tow and to be towed and assist vessels in all situations.

Penalty for non-performance of this Charter-Party, estimated the amount of Freight.

(sgd.) *Stephens & Marson*  
Owners.

(sgd.) *Scott Bros.*  
Agent to the Freighters.

L. S.

*g<sup>bis</sup>*) Coals.

\*\*) BUNKER SUPPLY.

(XXIII.)

211.

**Barckati & Nadir**

COAL MERCHANTS



Contractors to the Turkish Navy  
**SALONICA**

Salonica, March the 15 th, 191...

*Messrs. Bernadakis & Canaris*

s/s "CONDOR", (1).

**SMYRNA**

Dear Sirs: — As we are informed that this steamer of yours is to call within short at our harbour, we beg to make you a tender for her bunkers supply. We can quote for *Best Welsh Steam Coal*, delivered free in bunkers, exclusive of trimming, — 25/—, quality warranted by original certificate of mine.

As to references for testimonials on our way of delivering, say: punctuality, full weight and other requisites, please to apply to Messrs. Varnakiati & Pacheroff, ship-owners at Sulina, our clients of old, who will satisfy you! Hoping you shall consider our prices and terms of your convenience, we await your orders and remain yours truly

*Barckati & Nadir.*

212.

(XXIV.)

**Bernadakis & Kanaris**

Ship-owners



**SMYRNA**

Smyrna, March 22 nd, 191...

*Messrs. Barckati & Nadir*

**SALONICA**

Gentlemen: — We are in possession of your's of the 15 th inst. and are glad to charge you with the bunkers supply to our s/s « Condor » with Best Welsh Coal at 25/— per ton. As to quantity you shall agree with our Captain who will deliver you, for the coal amount, a check at sight on us; as to trimming he shall pay it down ready money.

Persuaded you are to deal with us with the same correctness as you dealt with Messrs. Varnakiati & Pecheroff of Sulina, we await your further favours when bunkering will be over. Yours truly

*Bernadakis & Kanaris*

(1) Name of steamer in question in the letter.

213.

(XXV.)

Barcelona, December the 15<sup>th</sup> 191...



**RUIZ & BAJO**

Purveyors to the R. Navy  
**BARCELONA**

*Messrs. Wig & Carr - Shipowners*

**SWANSEA**

Dear Sirs: We have the honour to inform you that we have supplied your s/s «Sydney Thomas» with 200 tons of best welsh coal at 20/6 delivered free in bunkers. For the invoice amount of L. 205.0.0, as per annexed copy, your Cap. Bald drew on you to our order at 30 days' date, what please

note. Persuaded to have satisfied you, we repeat you the offer of our services and remain yours most truly

*Ruiz & Bajo.*

*gter*) Coals.

\*\*\*) CONTESTS - CLAIMS - AFFAIRS IN LITIGATION.

214.

(XXVI.)

Genoa, August the 15<sup>th</sup>, 191...

**RIZZO & FASCE**

COAL DEALERS  
**GENOA**

*Messrs. Burns & Wick*

**CARDIFF**

Dear Sirs: — We went on board the «Po» to take delivery of our lot of coal but to our astonishment we saw at once that this cargo is very small pieced and far from being double screened. We claimed to your agents here, but they do not intend to grant us any allowance though they clearly see we are right. They told us to write to you, what we do, begging you to wire us how much per cent you are disposed to allow us, because at present conditions we cannot take delivery of our lot. Awaiting your reply, we remain yours truly

*Rizzo & Fasce.*

215.

(XXVII.)

ANSWER

**BURNS & WICK**

Cardiff, August the 20<sup>th</sup>, 191...

Coal Mines Proprietors  
**CARDIFF**

*Messrs. Rizzo & Fasce*

**GENOA**

Gentlemen: — As our Agents have by this time informed you, we are not at all inclined to grant you any allowance as we loaded «under contract terms» say: usual size. We hope therefore you shall leave off claiming and take delivery of coals. Yours truly

*p. p. Burns & Wick (sgd.) Harrison.*



216.

**RIZZO & FASCE**

COAL DEALERS

**GENOA**

(XXVIII.)

COUNTER-REPLY

Genoa, August the 24 th, 191...

*Messrs. Burns & Wick*

**CARDIFF**

Dear Sirs: — We learn from the contents of your letter of the 20 th inst. that you do not intend to meet our claim, so that we inform you we shall take legal steps to protect our interest. To this purpose, conjointly with all the other consignees, we shall have a sworn expert appointed by our Court, to decide of the question, in order to have an equitative allowance. Meanwhile we hold you responsible for any damage arising from this delay. — This for your government. Yours truly

*Rizzo & Fasce.*

217.

**RIZZO & FASCE**

COAL DEALERS

**GENOA**

(XXIX.)

ANNEXED

Genoa, August 26 th, 191...

*Messrs. Celesia & Conte*

Agents to Burns & Wick.

**Present**

Dear Sirs: — We hand you a copy of the report of Mr. Bozano, a legal expert appointed by the Court. It result from it that the coal is far from being double screened and that the delivered quality is inferior to the bargained one in the value of 2/ —. We beg you to pay down to us, without any further delay, such a difference on our lot and remain yours faithfully

*Rizzo & Fasce.*

218.

(XXX.)

Costantinople, April 5 th, 191...

*Messrs. Camp, Bell & Co.*

**CARDIFF**



**GRIEG & DAGHT**

PURVEYORS

to the German Navy

COSTANTINOPLE

Gentlemen: — By the mediation of Messrs. Barkisky & Laroff, your Agents here, you sold us 2000 tons of the best « Hamilton Hell Coal » to be shipped in the month of March. The contract term of delivery is fully over, the 3 days of grace have expired without our receiving your letters and documents thereto or being to our knowledge your having chartered the

vessel. Therefore we have considered to be, since yesterday, free from any engagement towards you, and we have bought on our market, for your ac/., said quantity through a sworn broker at 16/9 per ton, so that we charge you with the difference from contract price, say £. 60.0.0 besides  $\frac{1}{2}\%$  brokerage on the total amount, or £. 8.7.6.

We await your early remittance, and, should you fail to send it off, we will submit the claim to the arbitration Chamber of London that shall do us justice by condemning you to pay. Yours truly

*Grieg & Dacht.*

219.

(XXXI.)

Brindisi, June the 20 th, 191...

*Messrs. Benn, Corry & Co.*

**LONDON**



**CUPINI BROS.**  
Coal Merchants & Contractors  
for the supply  
in the Kingdom of  
Montenegro  
**BRINDISI - ANTIVARI**

Dear Sirs: — We are quite astonished at your way of dealing with us. We received your invoice amounting to £. 190.12.0 and gave immediately order to balance it, when your Banker insisted upon our paying £. 331.0.3, that is to say the value of coal and freight while the latter, as customary, is to be paid on unloading, and right

delivery of the cargo. Only as a token of friendship towards your Agents, we offered to pay at once £. 280.0.0, and the remaining sum when the coal were completely unloaded, but our proposal having been rejected, we refused to take delivery of our lot. When you wired authorizing us to pay only £. 280.0.0 it was too late, in as much as the coal was already landed and sold to another firm.

This is the real fact which caused us, as per enclosed account, a loss of £. 50.0.0 that you shall compensate to us by an early remittance if you wish to avoid further annoyances. Respectfully yours

*Cupini Bros.*

## § 9.

### GENERAL AGENTS COMMISSION MERCHANTS REPRESENTATIVES AND TRAVELLING-CLERKS

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- a)* Offers of service as representatives, or application for an Agency.
- b)* Representatives admitted and conditions thereto.
- c)* Establishment of Agencies and Stores.
- d)* Agents and Representatives appointed.
- e)* Proxies or Procurations given to Representatives.
- f)* Correspondence with Agents, Representatives & Travelling-Clerks — Instructions, particulars, prices, etc. given.



GENERAL & COMMISSION AGENTS,  
REPRESENTATIVES  
& TRAVELLING-CLERKS

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a) Offers of service as representatives.

220.

(194.)

F. LANZA

Parà, June the 15 th, 191..

Importer of Italian Goods

Mr. V. Molo

Representative

of the firm Bona & Damico  
of Naples

PARÀ (Brazil)

GENOA

Dear Sir: — As I am, since several years, established in this town as an Agent to the well known alimentary pastes factory of Messrs. Bona & Damico of Naples, and enjoy the best relations with the principal dealers of Parà and Belem, I dare ask you the honor to represent your important establishment of olive-oil and alimentary preserves. Should you be pleased to accept my offer, I am convinced to succeed in meriting your esteem for my assiduity and experience, and, through my peculiar acquaintances with the best buyers of these provinces, to increase a great deal the sale of your produce. Feeding the hope to see my proposal accepted by you, I beg to refer you, for any information on my regard, to the firm I represent, besides those, both in Parà and Belem, of whom you may think proper to ask after my standing.

I remain, sir, yours truly

F. Lanza.

221.

**P. BLANC**

Gastronomic Produce Dealer

Purveyor

to the "NEW YORK LINE."

**LIVERPOOL**

(195.)

Liverpool, July the 15 th, 191...

*Mr. A. Bonardi***PALERMO**

Dear Sir: — The marked preference your articles enjoy here, and the extension I might give to their sale, induce me to offer you my service as an Agent, or if you prefer. as your representative in this place.

I beg you to make, concerning me, any enquiries you may think proper, of the firms mentioned at foot, and should the result be satisfactory, as I have every reason to believe, be persuaded of our easily agreeing as to conditions.

Looking forward to your reply, I remain, with best regards,

*Yours truly**P. Blanc.*

*References:* Messrs. P. LANZO & Co. - Genoa.

\* BONI & CIZO - Milan.

\* VARET & CANUT - Rome.

### b) Representatives admitted and Conditions thereto.

222.

(196.)

**WEISS BROTHERS***Depositaraires of*

The "Kaiser", Type-writers

The "Bismark", Cash Registers

&amp; Luxurious Hardwares

**BERLIN**

Berlin, January 15 th, 191...

*Mr. A. Malvezzi***GENOA**

Dear Sir: — In reply to your favor of the 10 th inst. we have the pleasure of informing you that we willingly accept your offer to act in our behalf in Genoa and district, on the following conditions:

It is our wish you call on our friends at least three times a year in the months just as you find it answer. Per parcel-post we send you the illustrated catalogue of our articles, and under registered cover our telegraphic code and one hundred price-lists. We add thereto 100 printed cards, which you will be pleased to distribute among your friends as a reclame of our firm.

We agree to allow you 3 per cent of commission on any bargain made directly or indirectly in the towns which you visit; the postage and telegraphic expenses being of course charged to us. Should any buyers, presented by you, be obliged to stop transactions by financial motive or run short in payments, the commission we owe you, for business transacted with them, shall be lost for you. Settlements of our accounts are to take place on the 31 st December of each year.

We note that you already represent Messrs. Bartsch & Co. of Vienna, but it is agreed you cannot take up any affair or represent any firm else, working in our line of business, without our formal consent. Please to acknowledge receipt of this letter and accept our best regards.

*Yours truly*  
*Weiss Brothers.*

223.

(197.)

**MELINE & BONN**

Lyons, March 12 th 191....

SILK MANUFACTORY  
LYONS*Mr. L. Bianchi***GENOA**Gold medal awarded  
Paris 1900

Dear Sir: — We are glad to inform you that we have resolved to intrust you with the representation of our house in Genoa

and Liguria and therefore we send you our collection of patterns of last novelties. The conditions we propose to you are the following ones:

You must make an engagement not to represent any other house doing business in the same articles as ourselves. We shall allow you upon all affairs, obtained either direct from you or from correspondents introduced by you, an invariable commission of 3 %. You shall settle every sale at 30 days from date of invoice with a discount of 2 %, or at 90 days without discount, against bill payable in gold. We would recommend you to be very prudent as regards credit, and to deal only with tip-top houses. On this subject, we must warn you that we do not engage ourselves to fulfil your commissions, unless we receive good references respecting the solvability of the customers presented by you.

It is understood that the postage of letters and patterns, and costs for telegrams, shall fall to our charge. Your account expenses, as well as your commission, shall be settled each year on the 31 st. December, the time of our inventory. Enclosed we send you our price-current and wishing you success in business, we remain, sir, yours truly

*Meline & Bonn.*

## c) Establishment of Agencies.

224.

(198.)

A. BERTELLA &amp; Co.

Milan, September the 20<sup>th</sup> 191...

First Class

Mr. V. Baraldi

Chemical Produce Manuf'ry

Established in the  
year 1916

MILAN

LEGHORN

Dear Sir: — We have the advantage of informing you that our manufacture of chemical productions taking a wider extension every day we have opened for the sale of our articles a special Agency at Florence, N. 15 Tornabuoni Str., and have confided it to the cares of Mr. L. Roberti, who will have the honor of visiting you at regular intervals and presenting you our offers of service.

We shall be much obliged to you if you kindly vouchsafe to our Agent a favourable reception and the preference of your orders; on our part we assure you that the greatest care shall be given to their executions. We have the honor to be, sir, your obed't servants

A. Bertella &amp; Co.

225.

(199.)

ROBECCHI &amp; PATTI

Milan, July the 1<sup>st</sup>, 191...

Wholesale

Perfumery &amp; Toilet Articles Store

MILAN

Dear Sir,

Referring you to our circular of the 15<sup>th</sup> June last, we have the honor to note down, at foot, the names of the different English manufacturers, we are the sole Agents to, and exclusive depositaries of, in Italy, beginning from to-day.

Awaiting your kind orders, we keep now at your disposal all the samples of above mentioned makers and we shall contrive to have in short the honor to submit them to your examination through our traveller Mr. Lazzarini. Hoping to be favored with your valued commands, we present you in advance our best thanks and remain your very obed't servants

Robecchi &amp; Patti.



*A list of Firms we are the sole Agents & Depositaries of, in Italy.*

KING & WELL - Brush Makers - LONDON.

ILSON & HALL - Soap Manufacturers - LIVERPOOL.

MAINE & SON - Perfumery Laboratory - DUBLIN.

BANK & LEITH - Razors & Scissors Makers - SHEFFIELD.

## *d) Agents and Representatives appointed.*

226.

(200.)

**NARDONI & VIGO**

*Turin, January the 15th 191...*

*Artistic Hardware*

*Mr. V. Pignoli*

*and articles peculiar  
to house-building*

**GENOA**

**TURIN**

Dear Sir: — We have the honor of informing you by the present, that beginning from to-day, we have appointed, as our Agent in Genoa and district, Mr. A. Bonardi of your town, who will shortly have the advantage of paying a visit to you. We beg you to prepare him a good welcome and to reserve him your valued order which shall be, as usually, executed by us with care and solicitude. As to small articles of daily sale on your market, we decided to intrust our above mentioned Mr. Bonardi with a little stock deposited in the store we are going to open at N. 12, Cairoli Street.

For such goods he must rigorously keep our usual list of prices, putting thus our friends in the possibility of getting them at once without losing any time and incurring in extra parcel and postage expenses and sparing us the trouble of any particular correspondence.

Always ready to meet your valued orders, we remain sir, yours most truly

*Nardoni & Vigo.*

227.

**LÉWIS RIVALTA**Hydraulic lime  
& Cements

Artistic tiles for floors

**VARALLO POMBIA**

(201.)

Varallo Pombia, March 14<sup>th</sup>, 191...*Mr. P. Gianzana***MONZA**Dear Sir: — I am glad to inform you  
that I have established in Milan, N° 18St. Pascal Str. an Agency for the deposit of my produce, appointing  
to its direction my former traveller M. LEWIS Bensa, to whom you  
will be kind to apply for all that you may be in need of.I trust he will be worthy of all the confidence I put in his  
person, and I am sure he shall correspond with punctuality and  
zeal to your orders. I feel confident such an arrangement will con-  
tribute to increase our business relations, and with this hope I beg  
to remain yours truly*Lewis Rivalta.*

228.

(202.)

**L. MICHETTI & SONS**Ladies' & Girls' Fashions ♦ Last novelties for the season  
prepared in our own work-shops**TURIN**Turin, May the 9<sup>th</sup>, 191...*Mr. B. Lanza***MILAN**Dear Sir: — To meet every con-  
tingency we herewith confirm the terms  
of engagement verbally agreed upon,15 days ago, when you were in Turin. Having Mr. Bona, our former  
traveller, ceased his connections with our house, to enjoy a well  
earned repose, you should take his place and call on our customers  
in Lombardy twice a year, in July, for Autumn-Winter orders, and  
in February, for Spring-Summer commands. We agree to allow you  
500 lt. Lires, per month, to cover your travelling expenses during

the two journeys, and 2 per cent commission on all business done directly or indirectly in the towns which you visit. In case of a bankruptcy of, or a compromise with, any customer introduced by you, you will receive no commission, whatever may be the dividend declared payable. This agreement is made provisionally for one year from the 1st July next, the day on which you shall begin your first journey; it will depend upon our mutual arrangement whether it will be continued. Be so kind as to acknowledge receipt of this letter for our guidance.

*Yours faithfully*  
*L. Michetti & Sons.*

### c) Proxies given to clerks or representatives.

229.

(203.)

**M. MASSARD**

Marseilles, July 1st, 191...

Manufacturer of Woolle,  
waistcoats & blankets

*Dear Sir,*

**MARSEILLES**

I have the pleasure to apprise you that my travelling-clerk Mr. BERTHOLD shall visit your town within a few days and will have the honor to call upon you and submit to your kind perusal our last collection of samples; please to prepare him the best welcome possible. I beg also to let you know said my traveller is entrusted with a regular proxy, which qualifies him to settle any outstanding account between our houses, and to look after its collection. To this purpose have the goodness to notice his signature here at foot.

Always devoted to your orders I remain, sir, yours truly

*M. Massard.*

Mr. E. Berthold will sign: p. p. M. Massard.

*E. Berthold.*

**Mr. Leopold Nerlan**

Trade exchange Hall — BRUSSELS.

230.

(204.)

ANNEXED to N.º 229

STAMP  
OF  
3 FRs.

## Special Proxy given to a Travelling-clerk

By these presents, I the undersigned, do authorize my travelling-clerk E. BERTHOLD, son to Mr. Lewis, born at Nancy, to receive, collect and cash, in my name and for my account, any sum of money which may be owed to me; to deliver receipts for it; to sue any one at law for debt; to appoint other persons to surrogate him, and to do all that he thinks proper to protect my interest, with the promise to consider as admitted and ratified what said Mr. E. Berthold will do for my account in his quality of my travelling-clerk and proxy.

Marseilles, June the 25th, 191...

(sgd.) *M. Massard.*

Read, confirmed and signed, before me V. Vincent, Notary Public, resident at Marseilles.

Marseilles, June 25th, 191...

L. S.

(sgd.) *V. Vincent, Not. Pub.*

231.

(205.)

**MICHAEL CUSTANA**  
Lace Manuf'ry  
**VENICE**

Venice, April 15th, 191...

*Mr. A. Bustica*

**VICENZA**

Dear Sir: — I beg to let you know that to testify my perfect satisfaction for the zeal and assiduity of Mr. ARNOLD FREDIANI, my chief clerk these ten years, I have entrusted him, on the 5th inst., with my general proxy drawn up before my notary Mr. Baldovan.

This gentleman will, from this day, sign for me by procuration, and I request you to direct your attention to his signature set here at foot. While I dare assure you, you may rely on every attention being paid to your valued orders, I remain yours truly

*Michael Custana.*

Mr. Arnold Fedriani will sign. p. p. Michael Custana

*Arnold Fedriani.*

232.

(206.)

ANNEXED to N. 205.

*General proxy given to a Clerk*

STAMP  
OF  
3 LIRES

I, the undersigned, Michael Custana, lace merchant in Venice, do hereby confer on and give to Mr. Arnold Fedriani my proxy that he may be qualified, in my name and in my stead, to direct, manage and administer all the affairs of my commercial house. He is therefore entitled to buy and sell any produce whatever of my making; to pay and collect any account, bill, draft or money order; to deliver receipts and discharges, to sue and compromise and to do all that may concern my commerce as I, myself, could do. I promise in advance to admit and consider every thing done by Mr. Fedriani as regular and qualified. He shall be however obliged to enter any transaction and inform me of it whenever asked for.

Venice, April 5<sup>th</sup>, 191...

(sgd.) *Michael Fedriani.*

Read, confirmed and signed before me

Venice, the 5<sup>th</sup> of April 191...

L. S.

(sgd.) *L. Baldovan*

Not. Pub. resident at Venice.

**f) Correspondence with Agents, Representatives and Travelling-Clerks. - Instructions, particulars, prices etc., given.**

233.

(207.)

**V. Bianchi & Sons**

Genoa, July 15 th, 191...

Steam Weaving &amp; Spinning

*Mr. L. Ruisecco*

MANUF'RY

**Genoa-Isoverde****PARMA**

Dear Sir: — Your favor of the 12 th inst. duly to hand. Contents being noted, we answer as follows:

**Remarks on orders received.** — We have taken good notice of Mr. Palazzi's and Mr. Michetti's fresh orders, which are having our careful attention and will be sent away at the end of the month, as they desire.

**Article sold out.** — The style N. 615 is entirely sold out both in colours and in the gray; in consequence inform Mr. Lanzi we cannot send the piece ordered. Please to propose style N. 615<sup>bls</sup>, m. 1.20 in breadth, to replace, it is a similar article.

**Styles 149/194.** — Mr. Merani orders 2 pieces of styte 149 at 3 frs. 15, while its price, as you well know, is 6 frs. 25. Would he perhaps not mean style 194, the cost of which is just 3 frs. 15? No doubt he has reversed the figures. Call on him and see how this matter stands, informing us by return of post.

*Yours truly**V. Bianchi & Sons.*

234.

(208.)

**GLENG & BARN**

Mulhausen, January 12 th, 191...

*Textiles Makers**Every description on hand  
for exportation**Mr. Lewis Berch***MULHAUSEN****BASEL**

Dear Sir: — We are in receipt of your esteemed letter of the 10 inst. and duly noted its contents.

**Extra discount.** — It was arranged, it is true, with Messrs. Vinck & Schebb that at the end

of the year we should allow them an extra discount of  $1\frac{1}{2}$  per cent on the total amount of business, if it surpassed 8,000 Marks. Up to the end of last year they only reached 7256 Marks. The difference is small, but there is a question of principle which we wish to adhere to. An exception made by us to-day, might form a precedent in the future, and we could be induced to allow an extra  $1\frac{1}{2}$  per cent on any business we might do with them. Kindly explain this to Messrs. Vinck & Schebb in the best possible manner and try to convince them.

**Difference in measurement.** — To avoid long questions we are willing to pass Mr. Bartsch's exorbitant claim, and write to him that we give him a credit for Mk. 18.70 for difference in measurement, though his claim is not justified. Our pieces are measured by machine and sold as such; Mr. Barsch measures over the table and we cannot possibly agree. When you have an opportunity, please inform him that our condescending now, must not form a precedent for future transactions, as such an allowance means granting him an extra discount.

**Jobbed article.** — Please to tell Messrs. Garland & Co. that we have no more of the article they order and we shall not make any till next month; to serve them we tried to procure some from one of our costumers here, to whom we jobbed it, but unfortunately he has also sold it out.

**Retirement of a partner.** — A circular received to-day apprises us that Mr. Werder, of the Firm Branck & Werder of your town, is retiring. We fear his withdrawing from business will affect the credit of the house, being he the wealthiest partner: — what is your opinion about it?

Hoping to hear from you soon, we remain

*Yours faithfully*  
*Cleug & Ba*

235,

(200.)

*Gancia & Bollo*

Milan, March 18 th, 191...

English Warehouse  
Shawls, Flairs & Cloths*Mr. L. Galimberti***MILAN****CUNEO**

Dear Sir: — Without any favours from you to answer, we beg you to note the following informations on the subject of some commissions we received from several correspondents of your town.

**Article not in stock.** — Mr. Forlano orders half a piece style N.º 871 without indicating the price. We have not such a number in our collections. There is surely a mistake in the first figure; we fancy he meant to ask us N. 471 or 571, which we sent him several times in the past. Call on him and write us word what it should be, for we will, possibly, meet his desire.

**Shawls on sale for account.** — Please to inform all our friends that we send no longer our shawls on approbation or on sale or return; we used to do so, but as the goods not kept by the customers came back out of condition, we have given it up.

**Observations on some textiles.** — For your guidance, the article N.º 851 roughs a little if rubbed and N.º 754 is a herringbone which becomes slightly shiny; it is an unavoidable defect in this class of weaving. - Try to hurry the sale of N.º 712, we have still 20 pieces in stock and we fear the season may be over before selling them out. Awaiting your fresh news, we remain, sir, yours truly

*Gancia & Bollo.*



236.

(210.)

Udinese Cotton-Mills

Udine, December 27 th, 191...

*Mr. A. Nosardi*TRENTO

Dear Sir: — We duly received your favor of the 24 th inst. and all attention was paid to its contents.

**Prices.** — We are glad to read our prices are in conformity with the market, and we hope that you will do your best to be succesful in obtaining some important orders.

**Raw material wanting.** — Please to inform Messrs. Blanck & Co., and take note for your guidance, that we cannot re-make the style N.º 1729, being unable to find now the raw material at the same conditions as before.

**Unequal Dyeing.** — It is quite possible that pieces of blue cotton-cloth, dyed the same day, to the same shade, come up differently. In fact when it is a matter of blue indigo, the pieces are dipped in succession, and not simultaneously. This operation continues till the required shade is obtained; hence it is evident that the second piece may have less dye than the first, and so on, as the dye naturally becomes weaker. Please to explain this to our cloth buyers, who are inclined to make complaints, and inform them that we guarantee our dyes as being fast, but do not answer for always striking the exact shade.

We remain, yours truly

*pro Udinese Cotton-Mills*  
*Baroldi, Manager.*

237.

(211.)

**BERTORELLO BROS.**

Voghera, March 15 th, 191...

**Dealers***Mr. Bonardi Lewis*in tissues of every description  
manufactured in our own Spinning**SASSARI**

&amp; Weaving works

**VOGHERA**Dear Sir: — We receive with some delay  
your favor of the 10 th inst. In reply to  
your claims we beg to state:

**Missing piece.** — The piece N.° 720 cheviot, was, we are certain, put in the case marked F. R. 14, as it is proved by the gross weight, viz. 190 kilos, stated by the R. R. office at its departure from Voghera, and by our forwarding agent on his shipping it on board the steamer at Genoa. This piece having a nett weight of 20 kilos, which must be noticeable, has been stolen in Sardinia, either on landing or while on the railway truck, or in any warehouse where it may have been deposited even for few hours. We cannot be held answerable for the loss sustained during transit. Did not Mr. Vernengo, on opening the case, remark there was an empty space in it? — Why then has he not drawn up his claim against the Railway Co.?

**Imperfect making.** — We are sorry to hear what you say about piece N.° 729 having frayings, bars, broken count, and snapped yarns. Please to return it, we will send it back to the factory and take the necessary precautions to avoid any recurrence of the defects.

**Pieces too many.** — Have the goodness to apologize to Messrs. Cesta & Sons if the piece N.° 796 has been sent to them by mistake. Beg them to kindly hand it to Mr. Tancardi having him paying to them the conveyance and duty costs.

**Price-list; Rise.** — It is out of the question for us to reduce our prices for merinoes, when the London sales denote a rise of 5 per cent, and the material is going up again in Milan, where business is very brisk. We have just sold 50 raw pieces merinoes having 1.10 meters in breath and 10 counts, at Lires 1.05 net, that is 5 centimes above the price we have charged Messrs. Bianchi for colours.

**Death of a customer.** — We have just heard with pain of the death of Mr. Lewis Vinci. We write by this post, to Messrs. Vinci Bres. & Co. to express our condolence with the loss they have sustained.

Hoping to hear from you soon, we remain

*Yours faithfully**Bertorello Brothers.*

238.

## Udinese Cotton-Mills

(212.)

Udine, January 16 th, 191..

Mr. V. Bancalari

Z A R A

Dear Sir: — In reply to your esteemed favor of the 14 th inst. we beg to note what follows:

**Packing. — Boards & Tapes. —** As we only use the best articles, we are much surprised that our boards should arrive broken, the tapes, and packing paper spoilt. These damages are surely caused by the Railway men, or at the Customs, when we are no longer responsible for it, the goods being sent at the customer's risk.

**Pieces faded away. —** The piece N.º 1717 was delivered to the client more than one year ago. It was fast dyed, but it has faded owing to exposure to the gas or sun whilst in stock. All we can do to oblige the customer is to propose to have the piece dyed black, but please to note that we shall not be accountable for any risk and expenses.

**Warps. — Difference in Price. —** The article 1926 is made with a very strong warp, whereas article 1832, very similar, is made with a weaker one; the difference in the warp explains the difference in price.

**Different weft. —** The defect the client mentions in the piece 1937 must be caused by a different weft. We are surprised that the piece escaped our foreman's notice. Be so kind as to have it returned and we will credit the customer's account with same.

**Wishes of recovery. —** We are extremely sorry to hear of Mr. Bonavena, our good friend and customer's illness; please to convey to him our best wishes for his speedy recovery.

Looking forward to your good news, we remain, sir, yours truly

*pro Udinese Cotton-Mills*  
BRESSAN Second Manager

239.

(213.)

**Bencini Brothers**

Milan, June 17 th, 191...

" the Italian Bradford „

Manufry of Woollen &amp; Linen

Cloth and Shawls

of every description

Own works at Gallarate

**MILAN***Mr. V. Amadori***TRAPANI**

Dear Sir: — We confirm our letter of yesterday and beg to answer your favor of the 14 th instant.



**Damage in packing.** — We notice Mr. Bonzi's claim. If you, personally, verified that the long Cashmere shawl with orange mark had a hole in it when it arrived, allow accordingly. It must have been damaged by a nail in packing the case. Inform us of the allowance granted, we will charge our packer with it.

**Refinishing.** — Our work being perfect, we cannot meet the claim for refinishing the piece N. 1218. We have judged before sending it away it was useless to refinish it, and we informed of it the client for the purpose of avoiding claims.

**Burling.** — As regards the piece N.° 1749 we sent to Mr. Mengoli, considering you have seen the burls yourself, please to get it put right and charge us with the burling.

**Shrinking.** — Shall we shrink the cloth, quality N.° 749, measuring 140 cm. before sending? This is the width of the stuff before being shrunk; you may reckon upon a loss in the width of 10 to 15 cm. after shrinkage.

**Yarn dyed & milled article.** — The mixture 719 is yarn dyed; while the cashmere is a milled article; the loss in the milling is about 6 per cent, this is the cause of its higher price.

**Carded or combed?** — We are surprised that after so many years you are transacting cloths, it may have escaped your observation that article 712 is carded, and 617 is combed wool. After this explanation all your claims fall down.

**A call announced.** — We shall be pleased to receive a visit from Mr. Ballard, a partner of the resp. Firm Gugliani & Co. You may assure him we will do our best to oblige him.

Awaiting your fresh news, we remain

Yours truly

*Bencini Brothers.*

240.

(214.)

THE COMO WOOL MANUF'RY

Savona, May 15 th, 191...

R. BECCHI

*The Como Wool Manufactory*Representative  
SAVONACOMO

—  
Gentlemen: — Without any favors from you to answer, I drop a few lines to inform you of what follows:

**Shiny Satin.** — Mr. Boggiani of Ventimiglia claims because style 2521 is too shiny, while the original sample looks more as satin. He insists in refusing the whole commission if you do not consent to an allowance of 30 cent. per meter. For your guidance I beg to say we have to deal with a very obstinate customer.

**One count less.** — Messrs. Priano of Porto-Maurizio claim on their turn that piece 1318 has one count less than its standard quality. They asks a discount of 10 % on the invoice amount. The manager of said firm is a reasonable man and I hope to be able to settle matters without difficulty.

**Reduced prices.** — Messrs. Barnabei of Oneglia are inclined to give a commission, as per inclosed specification, amounting to 8000 liras or thereabouts, but as they wish to make an exportation trial; they are asking, in order to be encouraged to it, your giving a turn on prices equal to an extra discount of 5 %. I would advise you to agree to their desire as I dare say the enterprise will be successful.

**Shawls.** — Should you send me an assorted collections of shawls, I am sure to sell them out in the neighbouring towns. Common goods of fine appearance would certainly be preferred.

Awaiting your instructions on the aforesaid items, I remain

Yours truly  
R. Becchi.

241.

(215.)

REPLY

THE COMO WOOL MANUF'RY

Como, May 17 th, 191...



C O M O

*Mr. R. Becchi***SAVONA**

Dear Sir: — We hasten to reply to your favor of the 15 th inst. what follows :

**Shiny satin 1421.** — Mr. Boggiano's claim in reference to style 1421 is without foundation. This article being made with bright satin yarn, must necessarily shine. In comparing the sample, cut from the piece sent, with the original sale sample, we find no difference whatever, so that we cannot consent to an allowance of 30 cent. per meter, as we do not wish to sell under cost price. Let the customer return the piece, you shall easily sell it. Please to note that we cannot replace it with another quality, so that we give up selling him this article.

**One count wanting.** — The claim in reference to the piece 1318 is just. After examining the sample sent, we recognize that the piece has one count less than its standard quality. Please to settle the matter with Mr. Piano to our mutual advantage.

**A turn on the price.** — Have the goodness to inform Messrs. Barnabei, with whom we are doing an important amount yearly, that we will execute their order at the reduced prices which you transmit, but specify clearly that this favour must not form a precedent in future.

**Shawls.** — We are disposed to meet your wish, but do you mean long or square shawls? Would it be preferable to send you shawls with simple or knotted fringes? Your request is not clear enough.

Having nothing else to communicate to you this day, we remain

*Yours truly,*

pro " The Como Wool Manuf'ry "

N. Lanza Manager.

242.

**A. CANDIANI***Representative for Venice  
and district of the firm***Bergalli of Milan**

(246.)

Mantua, September the 15, 191...

*Mr. Charles Bergalli.*MILAN**OFFICES AT VERONA**  
New Market Square

Dear Sir: — I had the pleasure to call on Mr. Joseph Vigo

of this town, to whom I submitted your collection of samples for examination. He chose the articles as per inclosed specification, and the price agreed upon is in conformity with your catalogue quotations less 2 % discount. Have the goodness to send them off at once, as the informations I had about him, from first rate firms, are very good, and we can rely on being paid at maturity. Consequently I did not hesitate in balancing this item through a promissory note at 60 days' date, which he will hand you duly accepted on receiving the goods.

That is all I have, to-day, to inform you of

*Yours ever truly**A. Candiani.*

243.

**BELLARDI & CONTI***Artistic Bronze Works  
Time-pieces & Chandeliers***TURIN**

(217.)

Turin, March 17 th, 191...

*Mr. L. Bianchini*

REPRESENTATIVE

GENOA

Dear Sir: — The gentleman, whose name you will notice on the enclosed card, called recently upon us. It appeared he knew very little about our last articles of novelty, what astonished us a great deal. Was it perhaps because you were afraid of increasing his account with

us, that you have not shown him our last collection of samples? There are some bad reports in circulation as regards his credit, to which, till now, we would not give hear. They also say he is heavily involved in with the firm of Mr. Bertoni, and that he pays very slowly other debts of less importance. We rely on your discretion and beg you to let us know at once your opinion in this matter, in order to attempt to protect our interests. We remain, sir,

**A. BALLETO**  
Goldsmith & Watch maker  
GENOA

Yours truly  
*Bellardi & Conti.*

244.

(218.)

Bradford, January 12th, 191...

**W. Warren & Co.**

Woollen Waistcoats  
& Stockings

Manufactory  
Exportation  
Bradford

*Messrs. L. Black & Co.*

**LONDON**

Gentlemen: — On account of the fall in the cost of wool we are induced to diminish our prices in order to overcome the competition of other makers of our branch.

We beg to hand you, for this purpose, our revised price-list, in which you will notice a heavy abatement on certain articles. We hope you shall do your best to have it introduced with our customers at London, and feel confident that these reduced quotations will enable you to get important orders. Meanwile we are,

Yours truly  
**W. Warren & Co.**



§ 10.  
CONVEYANCE BY LAND  
AND WATER

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**Expeditions and Documents thereto.**

(Invoices, Bills of parcels, Certificates of Origin, Letters of conveyance, Bills of Lading, Bills of Carriage, Way-bills, Custom-house declarations, Bills of entry, Certificates of average, etc.).

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## § 10. — CONVEYANCES BY LAND AND WATER

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### Expeditions and Documents thereto.

245.

(219.)

Marino & Bricchetto

Genoa, October the 1 st, 191...

Ship-Commissioners  
& Forwarding Agents

Messrs. A. Mentana & Co.

**GENOA**

MONTEVIDEO



Dear Sirs: — Mr. Benito Diaz, our representative in your town, informs us that you regularly ship in our harbour a considerable number of barrels of oil and wine destined to your warehouses in Montevideo. We therefore beg to offer you our service as Agents, both directly in Genoa, for the expedition of same, and through our representative in your town, for their landing and clearing at Montevideo.

As we are since many years devoted to this branch of business and well informed with the customs and uses of both harbours, you can be sure we will dispatch with the greatest quickness and attention all the numerous formalities required, sparing in the same time many useless costs. As our house is favorably known everywhere, we think it superfluous giving you any reference.

Looking forward to your valued orders, we beg to remain, sir,

*Yours ever truly*  
*Marino & Bricchetto.*

246.

(220)

**P. VIGNOLO**

Asti, July the 20 th, 191..

Wine-Merchant

*Mr. P. Lanzich***ASTI****BASEL**

Dear Sir: — I have the honor of informing you that, in conformity with the order you were so good as to give to my representative Mr. Bleck, I have forwarded to you to-day, by goods train, N.º 4 barrels of Barbera wine addressed to your warehouse in Basel.

According to your desire I had the cask-tops plastered to preserve the liquid from possible damages. I feel confident that, as I have executed this commission with the greatest care, you will be satisfied with it and I beg therefore to look forward to your fresh orders, which, as usual, shall meet with my best attention. I take the liberty to draw on you for the amount of this sending, viz: 510 lires, as per enclosed invoice, to the order of Mr. Blink of your town, begging you to prepare to my draft a favorable welcome.

*Yours truly*  
*P. Vignolo.*

247.

(221.)

ENCLOSURE

**INVOICE****P. VIGNOLO**


Asti (Italy), July 20 th. 191...

Large Wine Cellars  
Exportation of common table  
and selected bottled wines

*Mr. P. Lanzich - Basel***ASTI**

Bought of P. Vignolo - Asti

the following goods sent off by R. R.

Mark & Numbers	Quant.	Description.	Liters	Price	Total
401 to 484	4	Barrels "Barbera", wine of 150 l.	600	0.75	450
	4	Casks . . . . .		15.—	60
	Balanced with a draft at 3/ms date reserving due payment.		Lires	510	
	P. Vignolo.				



248.

(222.)

JOSEPH GUABELLO & SONS  
WOOL & SILK  
Manufactory  
BIELLA

Biella, June 17 th, 191..

Hon. Firm of  
*Juan Molo's Widow & Son.*

CADIZ

Dear Sirs: — We beg to inform you that we have forwarded to you per goods train, via Genoa, through Messrs. Bianchi & Firpo of said town, with instructions to reship it on the first steamer leaving for your harbour, and insure it in the *Italian Co's* office:

1 Case marked **J. G. & S. N.º 1918**, containing the goods ordered from our Agent Mr. Anthony Trueba, as per specification herewith inclosed.

We beg you to remark that there still remains to complete your commission: 2  $\frac{1}{2}$  pieces of black & coffee-colored Merino which were spoilt on the dye, and 1 piece of mixed sky-blue colored wool-stuff N. 718. As to the former we are having them redyed and they will follow per parcel-post in 20 days; as to the latter we are very sorry to tell you it is an article completely sold out and not coming round again, for this season at least.

We have the advantage to enclose details of the forwarded goods, together with the certificate of origin, asked of us for the Spanish Customs, and the invoice amounting to **1445 lt. Lires**, exclusive of R. R. costs, freight & insurance, which you will be pleased to pay down to Messrs. Bianchi & Firpo of Genoa on their presenting you the relative bill.

Our terms are, as customary, payment at 30 d/d, less 1% discount, or nett at 2 months'. Persuaded to meet your desire we have settled this account at 60 d/d and we will make free to draw on you, at proper time, for our reimbursement.

Hoping the goods will deserve of your approval and awaiting your further orders, which shall have, as ever, our best attention, we remain with best regards

*Yours truly*  
*Joseph Guabello & Sons.*

(N. 3 Enclosures).


249.

(223.)

ENCLOSURE a)

## SPECIFICATION OF GOODS

**WOOL & SILK** Joseph Guabello & Sons - Prop.Manufactory  
**BIELLA***Memorandum*Biella, June 17<sup>th</sup>, 191..Forwarded to the Firm of J. Molo's Widow & Sons, Cadiz,  
what follows:

Mark & Numbers	Weight in Kil.		Quant.	Description	Width	
	Gross	Nett				
 1 Case N. 1918		212	40	Pieces wool N. 7017-18-19	united	1.20
		20	1	Piece wool & cotton N. 5418	Scotch	1.20
		9	1	» » & silk N. 7017 <sup>bis</sup>	squares	1.20
		80	24	Woollen shawls N. 670/70, 81	assorted	
	376	321			<b>Value</b> 1445 lt. Lires	

250.

(224.)

ENCLOSURE b)

**INVOICE**

Joseph Guabello &amp; Sons

Biella, June 17<sup>th</sup>, 191...

Wool &amp; Silk Manufactory

Hon. Firm of


Fashionable Stuffs and

Juan Molo's Widow &amp; Sons

Special articles for Exportation

**BIELLA****CADIZ (Spain)****DRS.**

for the following goods "free Biella R. R. Station, at 60 d/d nett.

Mark & Numbers	Quant.	Description	Meters	Price		Total	
 1 Case N. 1918	40	Pieces wool N. 7017,18,19	2000	0	60	1200	—
	1	Piece wool & cotton N. 5418	50	0	70	35	—
	1	» » & silk N. 7017 <sup>bis</sup>	50	1	—	50	—
	24	Woollen shawls N. 670/79; 81	—	6	—	144	—
			<i>Packing</i>				16
		E. & O. E.	Total lt. Lires			1445	—

ENCLOSURE c)

**CERTIFICATE OF ORIGIN**

(See Form given under N. 150)

**251.**

(225.)

**BERNARDI BROS.**Biella, August the 10<sup>th</sup>, 191...Makers of every kind  
of dress materials*Messrs. Moritz & Berg***BIELLA****GÖRTZ**

Dear Sirs: — We have sent off to you to-day, per passengers' train, through our Forwarding Agents Messrs. Gondrand Brothers, delivered « free Biella R. R. Station » at the usual terms:

A bale marked *MB* N.° 1 } both containing dress materials

A parcel « *MB* » 2 } as per enclosed invoice.

For further instructions you may think proper to give, kindly apply to Gondrand Bros' Agents in Görtz, Messrs. Vanberg & Co., to whom you will have the goodness to pay down: the R. R. & insurance costs and clearing duties.

We feel confident you will be satisfied with our merchandise, and, while we wish you the good reception of same, we await the repetition of your orders, and remain

*Yours truly**Bernardi Brothers.***252.**


(226.)

ENCLOSURE

**INVOICE****BERNARDI BROS.**Biella, August the 10<sup>th</sup>, 191...Makers of every kind  
of dress materials*Messrs. Moritz & Berg**Exportation***— BIELLA —****GÖRTZ**

Bought of Bernardi Bros.

the following dry-goods delivered free Biella " R. R. S. at 3/m nett.

Weight		Mark & Nos.	Quantity	Contents	Me- ters	Price		Total Lires
Gross	Nett							
180	165	1-2	1 Bale	10 Pieces cotton cloth	500	0	50	250
20	16		1 Pac- kage	2 » wool »	100	0	75	75
							L.	235

253.

(227.)

**G. F. BISLERI & Co.**

Steam Distillery

f. Tel.: «BISCO Milan»



Chemical Produce

P. O. B. N.º 729

: MILAN :

Milan, July 12<sup>th</sup>, 191...*Messrs. Paul Camina & Co.***BARCELONA**

Dear Sirs: — Through our Forwarding Agents Messrs. Birani Bros. we have the pleasure to send you to-day by goods-train, what follows:

1 Case G.F.B. N. 114 containing N. 24 Bottles «FERRO CHINA»

1 , , , 115 , , 200 Pieces «Creoline Soap»

amounting, as per inclosed invoice, to 188 frs., a sum which we book to your debt in a/c.

Our aforesaid Agents will insure the goods at Genoa with a good Company, and reforward them to you by the first steamer bound for your harbour, charging you with costs, which will be collected by Mr. Vidal, their agent at Barcelona. Said gentleman will be pleased to receive your orders for landing and clearing the goods at your port. — While we enclose the Certificates of analysis and of origin, both requested by the Spanish authorities, we beg to remain

Yours truly

**G. F. Bisleri & Co.**

## ENCLOSURES:

a) INVOICE.

b) CERTIFICATE OF ANALYSIS.

c) , , ORIGIN.



254.

(228.)

ENCLOSURE a)

## Invoice.

G. F. BISLERI &amp; Co.

Milan, July 12<sup>th</sup>, 191...Steam Distillery  
Chemical Produce

Messrs. Paul Camina &amp; Co.

MILAN

BARCELONA



DRS.

for the following goods in a/c "free of charges R. R. S. Milan ,

*Merchandises travel for account & risk of buyers.*

Mark & Nos.	Cases	Contents	Price	Total lt. L.
G. F. B. 114 to 115	1	24 Bottles "Ferro-China", . . . . .	3	72 —
	1	300 Pieces "Creoline Soap", . . . . .	0 50	100 —
		Packing . . . . .		6 —
		Consular Fees for Certificate of Origin		10 —
			It. Lires	188 / —

255.

(229.)

ENCLOSURE b)

## Certificate of Chemical Analysis

CITY OF MILAN

HYGIENIC OFFICE



CERTIFICATE N.° 121

Municipal Laboratory of Chemical Analysis

We, the undersigned, do hereby declare that having submitted to a chemical analysis the liquor "Ferro China", prepared by the respectable firm of F. G. Bisleri & Co. of this town,

we can ascertain it contains corroborating substances, and it is appropriate to produce the constituent effects aimed at, and nothing resulted it contained in opposition to the hygienic prescriptions.

Milan, July 12th 191...

(sgd.) *Brambilla.*

Delegate to Hygiene



(sgd.) *Dr. Pampiglia.*

Head - clerk

ENCLOSURE c)

**Certificate of Origin** (See Form N. 252)

256.

(230.)

**Sanguinetti Bros.**

woollen Waistcoats  
Manufacturers

**GENOA**

Genoa, February 28th, 191...

*Messrs. A. Molteni & Co.*

**BERGAMO**



Registered Trade-Mark

Dear Sirs: We beg to enclose herein our invoice amounting to **776.50** It. Lires payable, as agreed upon, at 30 days' date less **2 p. %** discount, for

the goods you had the kindness to order of our Agent Mr Balbi, which we delivered according to your instructions, to Messrs. Marino & Bricchetto for their forwarding to Buenos Ayres on the s/s "*Queen Margaret*", leaving to-morrow our harbour for said destination. We feel confident your friends will be fully satisfied with our goods and will shortly renew their commissions.

Looking forward to your valued orders, we beg to present you our best respects.

Yours truly

*Sanguinetti Bros.*

257.

(231.)

ENCLOSURE

**Invoice.**

Genoa, February 28 th, 191..

**Sanguinetti Bros.**Woollen Waistcoats  
Manufacturers**Messrs. A. Molteni & Co.****GENOA****BERGAMO**

S. B.

Registered Trade-Mark

Bought of **Sanguinetti Bros. - Genoa**  
the following goods delivered free in our  
warehouses at Genoa, payable at 30 days'  
date less 2 % discount, remitted to Messrs.  
Marino & Brichetto for their forwarding to  
Buenos Ayres per s/s « Queen Margaret ».

						It. Lires		
1 Case	8 B 174	1	Gross {	Men's wool-waistcoats III <sup>a</sup> .	6	—	864	—
1 ,	, 175	1		Ladies' , , III <sup>a</sup> .	6	25	900	—
				Packing . . . . .			10	—
				Porterage to pier . . . . .			5	50
				E. & O. E.	It. Lires		1776	50

258.

(232.)

**B. VIDAL & Co.**Depot of French Textiles  
of the latest fashion**BARCELONA**

Barcelona, August 12 th, 191...

**Messrs. A. De Ferrol & Co.****VALENCIA (Spain)**

Dear Sirs: — We forward to you to-day, per goods train. carriage unpaid, one bale marked **B. V. & Co. 716**, being 191 kilos gross weight, containing: 4 pieces of textiles pure wool, having a value of 410 ptas.

Please, by first opportunity, to transmit it to Messrs. B. Mendez & Co. of Benaguacil, in accordance with their instructions, and have them defray all charges thereon.

We have taken the liberty to enclose in said bale one piece of material silk and wool, weighing 24 kilos, which you will be kind enough as to deliver to Messrs. L. Ballaguer & Co. of your town, against reimbursement of their share of the transit charges. Thanking you for the trouble we dare give you, we remain, gentlemen, yours most faithfully

*B. Vidal & Co.*

259.

(233.)

ANNEXED to N. 258.

**B. VIDAL & Co.**

Barcelona, August 12 th, 191.

Depot of French Textiles  
of the latest fashions*Messrs. B. Mendez & Co.***BARCELONA**Benaguacil (Valencia)

Dear Sirs: — In compliance with your orders we have the advantage of sending you to-day "*via Tortosa*," through Messrs. A. De Ferrol & C., our forwarding Agents in Valencia:

N.º 1 package, marked *B. V. & C. N.º 718*, containing the complete commission you had the goodness to give us by your favor of the 1st inst.

We beg to enclose herein the invoice amounting to 410 ptas., a sum which we charge your account with, and, at the same time, we credit you for our draft of equal amount, falling due on the 12th October next to the order of Mr. Blanch of Valencia.

We feel confident you will be satisfied with our expedition and we look forward to the renewal of your valued orders, which will be, as it is customary with us, executed with punctuality and precision. Accept meanwhile our best regards.

Yours truly

*B. Vidal & C.*

260.

(234.)

ANNEXED to N.º 258.

**B. VIDAL & Co.**

Barcelona, August 12 th, 191.

Depot of French Textiles  
of the latest fashion*Messrs. L. Ballaguer & Co.***BARCELONA****VALENCIA**

Dear Sirs: — We beg to hand you herewith invoice N. 714, amounting to 120 ptas. payable, less 2 per 100, at 30 days, for one piece of textile wool and silk you were pleased to order of our travelling-clerk, and which we have enclosed

in a parcel sent to-day to Messrs. A. De Ferrol & Co., forwarding agents of your town, per goods train "*via Tortosa*".

Please to claim this piece of aforesaid Gentlemen paying them your share of transit expenses. Trusting the same will meet with your entire satisfaction, we remain,

Yours very faithfully  
B. Vidal & Co.

261.

(235.)

**VERNET & CAMPOL**

Barcelona, April 12th, 191...

Commission-Agents  
**BARCELONA**

*Mr. P. Tommasio*

**NAPLES**

Dear Sir: — We beg to confirm our last respects of the 1 st inst., as we have not received, from that date, any favor of yours to reply to.

All the goods we bought for your account are presently on board the s/s "*Umbria*", leaving to-morrow bound for your harbour.

Herewith please to find enclosed the *B/L* and invoice amounting to 1957 ptas., a sum which we debit you with. While we are, within short, looking forward to the news of the safe arrival of the goods, we feel confident you shall be quite pleased with our acting, because we put every care and zeal in serving you. We trust therefore you will maintain us your confidence and favor us with fresh orders, for which we beg to thank you beforehand.

Yours very faithfully  
Vernet & Campol.

ENCLOSURES:

a) Bill of Lading — See form N. 153

b) Account-Purchase. . . . . 156.

262.

(236.)

**Alfred Berthold**

Paris, August 18th, 191...

*Optic Instruments*  
*Articles for Photographers*

PARIS

*Mr. A. De Silva Pereira***SARAGOSSA**

Dear Sir: — I am much obliged to you for the order you were pleased to give to my representative Mr. Bernet when he had the honor to call on you, and I am very glad of entering by this first bargain, into business relation with your respectable firm. Your whole commission will be sent off this evening, by RR. passengers' train " *via Bayonne* ", directed to your address. I beg to enclose the invoice thereto, amounting to 1795 ptas., and I am persuaded you shall be contented with my way of serving customers and will continue to honor me with your valued orders. Please, for my guidance, to acknowledge the reception of the merchandise on its arrival, and, if in order, to reimburse me with the amount of my invoice by a promisory note at 60 d/d., as you agreed upon with my traveller. Awaiting a few lines from you for my guidance, I remain, sir, yours very respectfully

*Alfred Berthold.*

263.

(237.)

**JOHN SOSSO**

Buenos Ayres, February 20th, 191...

*Dealers in provisions*  
*and Eatables of any kind*

BUENOS AYRES

*Messrs. I. Badial & Co***A Z U L**

Dear Sirs: — I have the pleasure to inform you that to-day, through Mr. G. Prandina's forwarding office, I sent you the merchandise you were so good as to order me. I beg to enclose herewith the bill of carriage and invoice, the amount of which, please to credit my a/c with. While I wish you the perfect reception of said goods, I remain, sirs, yours very faithfully

*Jhon Sosso.*

G. PRANDINA'S

FORWARDING OFFICE

N. 190, Commerce Str.

BUENOS AYRES



Truckage . . .	\$	36	—
Reimbursement . .	"	—	—
Insurance . . .	"	6	—

Buenos Ayres, February 20th 191...

Mark	Nos.	Weight	Packages	Description of goods	Bill of Carriage of the goods delivered to me by John Sosso to the order of Messrs. J. Badial & Co. of Azul weighing ninety eight arrobas, besides 20 cases with liquors, the weight of which is unknown, marked & numbered as in margin, to be delivered in Azul in good condition within ten days, penalty one third of the transport price amounting to thirty six pesos, besides six pesos for insurance.
B & C	1/3	20 ar.	3	Cases Spanish soap	G. Prandina.
	4/8	18 »	5	Bags « yerba mate » 1 st qual.	
	9/12	28 »	4	Bags rice	
	12/20	32 »	8	Bags » yerba mate » 2 nd qual.	
	21/30	—	10	Cases bottles of French wine	
	34/40	—	10	Cases bottles of gin	
	1 to 40	98 ar.	40		
<b>Observation.</b> — After the reception of conveyed goods any claim against the Office is null & void, and the transport price is to be paid down definitively.					

265.

(239.)

**Solari & Podestà**

Dealers in Colonials &amp; Provisions

Wholesale Stores

**BUENOS AIRES**

Buenos Aires, January 26th, 191...

*Messrs. Ayala & Florito***SANTA CRUZ**

Dear Sirs: — We are glad to apprise you we shipped to-day, in perfect order and well conditioned, on board the brigantine "*Neptune*," of Argentine flag, whereof R. Ronco is master, the goods you were so kind as to order us in your favor of the 18th inst., as per inclosed invoice and Bill of Lading.

Begging you to credit us with their amount and wishing you the regular reception of same, we repeat you our offers of service. and remain

*Yours truly**Solari & Podestà.*

P. S. — We have insured the amount, including an imaginary profit of 5%, to guard against all loss, with the "*National Insuring Co.*," which you will be pleased to take notice of.

266.

(240.)

ENCLOSURE


**BILL OF LADING***(American Form)*

I, the undersigned, RAPHAEL RONCO Captain of the Brig "*Neptune*" belonging to the port of Rosario, of the burthen of 100 tons, at present lying in the harbour of Buenos Aires, and ready to sail, by the first favorable weather on-

wards to Patagones, do certify to have received, shipped by Messrs.



SOLARI & PODESTÀ, on board of said vessel under my command, the following goods :

Mark	Nos.	Weight	Nos. of Packages	Description of goods
<b>A. &amp; F.</b> 	1/12	26 g. 2 ar.	Twelve	Hhds. with sugar 1 st quality
	13/20	20 » 1 »	Eight	Hhds. with sugar 2 nd »
	21/30	25 » 2 »	Ten.	Hhds. with sugar 3 rd »
	31/36	4 quint.	Five	Bls. of Brazilian black tobacco
	36/45	28 »	Ten	Bags of flour 1 st quality
				TOTAL: Packagas 45; weight 4 - tons & 14 quintals.

Everything well conditioned, marked and numbered as above is specified, and I engage myself to convey said merchandise, in the afore named vessel, in like good condition, the risks and perils of the seas and rivers always excepted, to the port of *Santa Cruz*, and deliver them unto Messrs. AYALA & FLORITO against payment of the freight agreed upon in 100 \$ (one hundred national pesos) with average according to the laws and customs of maritime trade, pledging, in the fulfilment of said engagement I assume, my person, my property and my above mentioned vessel.

In testimony whereof I affirm to four bills of lading of the same tenor and date; one of which being accomplished, the other to stand void.

Buenos Aires, Janua the 26 th, 191...

*Solari & Podesta*  
Shippers.

*R. Ranca*  
Master.

267.

(241.)

V. PERIGORDI &amp; Co

Genoa, April 14th, 191:.

Men's and Ladies'

Ready-made linen

Underwears

Mr. Sebastian Vidal

BRIDES' OUTFITS

highest novelty

Maracaybo (Venezuela)

GENOA, 17 Rome Str.



Dear Sir: — We are glad of informing you that we shipped on board the s/s “Victor Emanuel III.” of the “*Velox* Co.” all the merchandises you were so kind as to order us in your specification of the 25th February and supplement of the 5th March last.

From the invoice and *B/L* inclosed, you shall get all those particulars you may need about this expedition composed of 20 cases marked S. V. Nos. 118 to 137. Its total cost amounts to frs. 5218.75, a sum which we carry to your debit, payable on the 15th inst. Desiring to give you complete satisfaction we did not spare the most assiduous cares in order to send you goods of the very first choise. The low prices we charged on the most saleable articles will give you a perfect idea of how much we watch over your interest. As we paid the best attention to the confection and packing of the several merchandises, and followed with precision the instructions, on this subject, contained in your esteemed letter of the 25th February last, we hope you shall find everything perfectly fair.

Having nothing else to inform you of to-day, we look forward to your fresh orders and remain

Yours most respectfully  
V. Perigordi & Co.

268.

(242.)

**MARANA & CUNHA**  
WINE-CELLARS PROPRIETORS

EXPORTATION

MALAGA

Teleg. M HA

M



G

ANYWHERE

(SPAIN)

P. O. B. N. 18.

---

 Malaga, April 6<sup>th</sup>, 191...

*Mr. G. Machado*

ELVAS (Portugal)

Dear Sir: — We are in possession of your favor of the 2<sup>nd</sup> inst. and we feel very sorry of telling you that the barrels addressed to you having been delivered to the Forwarding office since the 31<sup>st</sup> March last, we cannot now make any alteration of train, because the Spanish Railway Co. raise objections to do so, when the goods are in transit, as just the case is with us now.

We much regret such an inconvenience but it is not our fault, having strictly followed your instructions on the subject, and to justify our acting, please to find herewith the letter of conveyance stating that the barrels left Malaga on the same day of delivery, by train N.º 172.

We likewise beg to inclose the Bill of entry and solicit you to remit us the invoice' amount of 590 ptas. by a cheque payable in Madrid.

Always devoted to your valued commands, we remain, sir, yours very faithfully

*Marana & Cunha.*

N. 2 ENCLOSURES.

269.

(243.)

ENCLOSURE a).

ROYAL SPANISH

Rail-Roads Company



International Service

Goods-train

**Letter of Conveyance N. 1247.**

In the R. R. Station of Malaga, this 31<sup>st</sup> day of March 191...  
 Messrs. Marana & Cunha, resident at N. 14, Arsenal Str., delivered the merchandise mentioned below, to be conveyed to Elvas station (Portugal) by goods-train, and remitted there to Mr. G. Machado of N. 71, Duke Str. Such an expedition is to be made carriage prepaid at the rate of the special tariff.

Mark & Nos.	Weight or Measure	Pack.	Quality of Packages and description of goods	Gross Weight
G : M 1 to 8	32 Arrobas	8	Barrels « Malaga Wine » measuring 4 arrobas each.	quint. 12 lbs. 10.

Precedent carriage-costs or disbursements at consignee's charge (None).

Delivered and received the above mentioned merchandise in good condizion.

V. Raiz  
 STATION MASTER.

Marana & Cunha  
 SENDERS.

Malaga, March the 31<sup>st</sup>, 191...

Sent away by train N.º 172, N. Bloco GOODS HEAD CLERK.

Received	Carriage to be paid to :		V. Raiz.	
	the Spanish Company. . . .	Ptas. 65	Station Master	
	» Portuguese » . . . .	» 9		
	Porterage. . . . .	» 4		
	TOTAL Ptas. 78			

270.

(244.)

ENCLOSURE b)

**BILL OF ENTRY**

Forwarding Station  
**Malaga**



Place of destination  
**Elvas (Portugal)**

We, the undersigned, declare hereby to forward to Mr. G. Machado in Elvas (Portugal) the merchandise here below specified :

Mark & Nos.	Kind of Packing	Gross Weight	Description of Packings and their contents	Net Measure	Net Weight	Value in pesetas
<b>GM</b> 1 to 3	Barrels	quint. 12 llbs. 10	8 Barrels Malaga wine measuring 4 arrobas each,	Ar- robas 32 or 512 Litres	quint. 10 llbs. 6	552 —

Malaga, March 31 st, 191... (sgd.) *Marana & Cunha*  
**Senders.**

271.

(245.)

**Gambetta & Testino**

Montevideo, January 15 th, 191...

**CORN MERCHANTS**  
**MONTEVIDEO**

*Messrs. Bianchi & Lupi***GENOA**

Dear Sirs: — We are very sorry to state that out of 250 bags, containing rice, forwarded to us per s/s « *Rio Grande* », 112 arrived damaged by sea water, with a loss not inferior to 60% on their original value. We have drawn up, and presented to the Court of Commerce, a regular protest claiming an indemnity of interests and damages for account of whom it may concern. We beg to enclose herewith a copy of the surveyors' certificate in order that you may take steps and make applications to obtain the reimbursement from underwriters. We remain, sir, yours very truly

*Gambetta & Testino.*

(N.º ONE ENCLOSURE).

272.

(246.)

ENCLOSURE

COURT OF COMMERCE  
of Montevideo



CERTIFICATE  
of Average Survey

We, the undersigned, public corn brokers and surveyors, duly admitted by the Court of Commerce of Montevideo, and sworn, do hereby declare that at the request of Messrs. Gambetta & Testino, we proceeded to their warehouses to examine a lot of 250 bags of rice, marked *G T* and numbered 1 to 250, arrived at this harbour on the 10 th inst. in a damaged condition, on board the s/s « *Rio Grande* » of the Spanish Navigation Co. « *The Gelidense* ».

After a very careful and thorough revision thereof we have ascertained what follows:

**G. T. different numbers:** 138 bags of rice sound,

**G. T. » » »** 112 ditto damaged by sea water  
with a presumable loss of 60 % on their original value.

We affirm the foregoing as being the real truth.

In testimony whereof we sign these presents.

Montevideo, January 14 th, 191..

*G. Bandelli*, Surveyor.

*L. Vistani*, Surveyor.

The President of the Court of Commerce

OF MONTEVIDEO

(sgd.) *Bianchi*.



*I. the undersigned, His Italian Majesty's consul at Montevideo do hereby certify that the foregoing signature of Mr. Bianchi is of his own true handwriting.*



Montevideo, January 14 th, 191...

(sgd.) *Vismara*

CONSUL GENERAL.

§ 11.

**FORWARDING  
& CUSTOM-HOUSE AGENTS**

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**TRANSPORTS, CONVEYANCES & SHIPPINGS**

---

**Customs & Custom-House Operations**

---

**273 — 290**

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§ 11. — FORWARDING  
& CUSTOM-HOUSE AGENTS

a) TRANSPORTS, CONVEYANCES & SHIPPINGS

273.

(247.)

GINEZ BROS & Co.

Rosario, March 15 th, 191...

Forwarding Agents

*Mr. James Pereira*

**ROSARIO**

**CORDOBA (A. R.)**

Dear Sir: — Without any favors of yours to reply to, we beg to confirm the contents of our last respects of the 8 th and 10 th inst., and at the same time to apprise you we received the 40 bales of cotton shipped on board the s/s “ *Pará* „.

We delivered them at once to the R. R. Office in order they may be forwarded to you by goods train, and we hope they will not delay in reaching you. Meanwhile we have the honor to enclose herein the pass or permit for transit and other documents regarding this expedition. Please to find herewith also the account of charges and disbursements amounting to \$ 80 n/c. We beg to submit it to your approval, and if found right you may cover us at your leisure. Having nothing else to communicate to you, today, we present you our best regards and remain

*Yours truly*

*Ginez Bros. & Co.*

(Several Encl.).

274.

(248)

ENCLOSURE

Permit for transit N. 1471.

ARGENTINE REPUBLIC

Head Custom-house Office of Buenos Ayres



Place of Origin Intermediate Port Place of destination

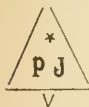
Rio Janeiro

Rosario

Cordoba

Mark  
& Nos.

241 to 280

N. 40  
Bales  
Middling  
Cotton

*I, the undersigned, Director of the Custom-house office of Buenos Ayres, do hereby certify that the 40 Bales Middling Cotton, marked and numbered as in margin, arrived from Rio Janeiro on the s/s "General Roca", were duly cleared to-day in this Head-office paying the duty of \$ 40 and forwarded per s/s "Parà", to Rosario to have them, from thence, conveyed, per R. R., to Cordoba and delivered to the receiver Mr. James Pereira.*

Buenos Ayres, March 10 th 191...

(sgd.) *V. Bundol* DIRECTOR.

**National Custom-house Office of Rosario**  
*Let the merchandise aforesaid pass.*

Rosario, March 15 th, 191...

(sgd.) *L. Lanzalito* DIRECTOR.

275.

(249.)

Victor Palanca

Montevideo, July 17 th, 191...

FORWARDING-AGENT  
MONTEVIDEO*Mr. Joseph Martini***CONCORDIA (O. R.)**

Dear Sir: — I beg to acknowledge by the present letter that I shipped to-day to your address on the s/s « General Pardo » of the Anglo-American Steam-Navigation Co. leaving for your port:

N.º 1 Cask oil of Lucca, in perfect good condition, marked V. B. N.º 729 fitted with iron hoops and bottoms duly plastered, weighing Kgs. 250 gross. The freight agreed upon is at the rate of \$ 0,80 in full per 50 kilos.

Have the goodness to forward said cask per R. R., truckage prepaid, to Messrs. Nazari & Pico of Montecaseros in order that they have it sent off per carriage, in conformity with the instructions I give them to-day, to the consignee Mr. V. Becchi of Mercedes.

Having nothing else, at present, to inform you of, I remain, sir, yours truly

*Victor Palanca.*

276.

(250.) ANNEXED to N.º 249.

**Victor Palanca**

**Mòntevideo, July 17 th, 191...**

FORWARDING-AGENT  
**MONTEVIDEO**

*Messrs. Nazari & Pico*



**Monte Caseros (O. R.)**

Gentlemen: — I have the honor of informing you that through Mr. Martini of Concordia, I send you per R. R.:

V. B. 729 — N.º 1 Cask oil of Lucca duly iron-hooped and top-plastered, weighing 250 Kgs. gross. Please to forward it, per carriage, costs prepaid, to Mr. Victor Becchi of Mercedes, debiting me with all charges sustained by you. While I am sure you will as usual, take care everything be all right, I remain, sirs, yours faithfully

*Victor Palanca.*

277.

(251.)

**S. Piombino & Sons**

**Genoa, April the 2 nd, 191..**

Forwarding - Agents.

**GENOA**

*Messrs. P. Bilgsen & Co.*



**Cristiania (Norway)**

Dear Sirs: — By order and on account of Messrs. Bertelli & Co. of Milan, we have shipped to-day addressed to you, on board the Italian s/s « *Puglia* » Cap. Chiodo, now ready to sail from our harbour bound for yours and other ports of the Baltic sea:

L. B. & C. 127 to 146 — N.º 20 Cases chemical produce amounting to £. 160 : 12 ; 6. We send you hereto annexed the Bill of lading signed by the said Captain and the Certificate of origin issued by the Consul of Norway resident in our town.

We beg you to cause the insurance to be taken care of, to the best advantage of our friends at Milan, Messrs. L. Bertelli & Co., with whom you shall settle your disbursement on this business. Said gentlemen inform us that they have yet remaining a lot of the same nature to be forwarded to you in a few weeks, and we request of you to take the trouble of having it likewise insured in your town in *quovis* at the lowest rate possible in behalf of our friends. We remain with best regards

*Yours truly*  
S. Piombino & Sons.

#### ENCLOSURES:

- a) Bill of lading (*See form N.° 153*).
- b) Certificate of origin.

278.

(252.)

ENCLOSURE

#### CERTIFICATE OF ORIGIN

H. M. Consulate of Norway at Genoa

**N. 178**



Personally appeared before me, L. Stevensen, H. M. Consul of Norway at Genoa, Mr. G. Verga, proxy to the firm of Messrs L. Bertelli & Co. of Milan, a merchant resident at this port, and made oath that the Chemical produce contained in the 20 Cases, having a value of £. 160 : 12 : 6, marked L. B. & Co. and numbered from N.° 127 to 146 and shipped on board the Italian s/s "Puglia", whereof Cap. Chiodo is master, destined for Christiania, is really the growth and manufacture of Italy, and was prepared and manufactured in

the laboratory of Messrs. L. Bertelli & Co. at Milan in the kingdom of Italy.

Sworn to, and signed before me

Genoa, April the 2nd, 191...

p. p. L. Bertelli & Co.

(sgd.) *G. Verga.*

(sgd.) *L. Stevensen*

Consul of Norway.



279.

(253.)

REPLY

P. BILGSEN & Co.

*Depot of Chemical Produce  
National & Foreign  
Specialities*

CHRISTIANIA

Christiania, April 6th, 191...

*Messrs. S. Piombino & Sons.*

GENOA

Dear Sirs: — We beg to acknowledge the receipt of your favour of the 2nd inst., inclosing the bill of lading and the certificate of origin of twenty cases of chemical produce addressed to us, and shipped by you on board the s/s "*Puglia*", whereof Cap. Chiodo is master, for account of Messrs. Bertelli of Milan. We have, agreeable to their request, effected the insurance of the above mentioned goods, and, by this post, we advise our friends at Milan of this transaction, and inform them of the premium at which we obtained it.

We shall follow the same method with respect to what remains to be forwarded, and when we receive from you notice of shipment and of ship's name, we will give it the best attention.

In the meantime we have the honor to remain, gentlemen, yours truly

*P. Bilgsen & Co.*

280.

(CCLIII bis)

ANNEXED

P. BILGSEN &amp; Co.

Christiania, April 6 th, 191...

*Depot of Chemical Produce  
National & Foreign  
Specialities*

CHRISTIANIA

*Messrs. L. Bertelli & Co.*MILAN

Dear Sirs: — We beg to inform you that we have insured in the « Equitable Co. » of Stockholm at the rate of 2 %, exclusive of particular average, the 20 Cases of chemical produce sent to us per s/s « Puglia ». Persuaded you will be satisfied with our so doing, we remain yours respectfully

*G. Bilgsen & Co.*

281.

(254.)

BAMBERG BROS. &amp; Co.

Vienna, July the 17 th, 191...

Makers of Leather &amp; Skin Articles

*Messrs. Winter & Sommer*

*Purses, Pocket-Books  
& dressing-Cases*

*Forwarding Agents*

of the latest fashions

ALA (Tyrol)VIENNA

Dear Sirs; — Messrs. Brabanti & Co. of Milan inform us, in their letter of the 14th instant that they did not yet receive the case marked *G. B. & C. N.º 1714* weighing 217 Kgs. gross, containing articles of fancy for a value of about 1750 lires, we have sent them, through your mediation, by goods-train free of charges. This is the motive of our telegram of to-day, which we confirm, reading: « Winsomer Ala — Case 1714 not reached destination, take due steps ».

We are astonished that this package having left Vienna on the 1st July, as results from the R. R. acknowledgment enclosed herewith, after 17 days has not yet been delivered at Milan. We beg you consequently to make the convenient applications at once, and write or telegraph, if necessary, to Messrs. Brabanti, who hold you responsible from this moment for the damages caused by this delay. We remain, sirs, yours truly

*Bamberg Bros. & Co.*

282.

(255.)

ENCLOSURE

**RAILWAY ACKNOWLEDGMENT**

**I. R. AUSTRO-HUNGARIAN RAIL-ROADS**

Receipt N. 729

**GOODS - TRAIN**

**Conveyance**

**Cumulative Service  
with Italy**



Station of departure

**VIENNA**

Station of entry

**ALA**

Station of arrival

**MILAN**

Mark & Numbers

G. B. & C.° 1714

Gross Weight 217 Kgs.

1 Case

Containing:

Articles of fancy

Value:

1420 Austr. Crowns

Vienna, June 30 th, 191...

*Received from Messrs. Bamberg Bros. & Co., Manufacturers at Vienna, 121 Market Str. a case marked and numbered as in the margin, having a declared value of 1420 Austr. Crowns, directed to Messrs- Brabantl & Co. at Milan.*

*The Head-Clerk  
Wink*

Porterage. Crowns 2.20

Conveyance. " 31.—

Insurance . . . 6.—

**TOTAL CROWNS 39.20**

Loaded on train N. 1471  
directed to **Graz** to be  
forwarded to **Ala**.

Vienna, July 1st. 191...

(sgd.) *Mainz*

L. S.

**Station-  
Master**

283.

(256.)

REPLY

Ala, July 19 th, 191...

*Messrs. Bamberg Bros. & Co.*

**VIENNA**



**Winter & Sommer**

**Forwarding & Customs**

**AGENTS**

**VENICE-ALA**

Dear Sirs: — We confirm our respects of the 17 th inst., which crossed with your favor, of same date, just now to hand. We hasten to repeat that the delay elapsed in forwarding the case in question was occasioned by the Italian custom-house office.

The inspector, having ascertained some irregularities, either in the

quality, or in the value, or in the weight of several articles, erroneously declared by you on the form A, owing of course, to an oversight of your clerk, fined us, and as we protested and refused to pay, he had the case detained during two days, until we judged convenient to settle amicably the question paying a fine of 50 lires besides the custom duties amounting to lt. Lires 195 in gold, as per invoice sent to you.

With our respects of 17 th inst. we duly informed Messrs. Brabanti of the incident occurred and, in order to gain some of the time lost, we paid a supplementary sum of lires 11.25 to obtain the case conveyed by passengers' train from Ala to Milan.

We are persuaded you shall approve what we have done, if you consider the singularity of this occurrence, and will have the goodness to credit us with 271 lires, amount of our invoice, a duplicate of which please to find herewith.

Always dedicated to your valued orders, we remain, sirs, yours truly

*Winter & Sommer.*

N. 1 ENCLOSURE.

284.

(257.)

ENCLOSURE

**Invoice** (Duplicate).

**Winter & Sommer**

Ala, July 19 th, 191...


Forwarding & Customs

*Messrs. Bamberg Bros. & Co.*

**AGENTS  
VENICE-ALA**

**VIENNA**

*Debtors for Clearing and Forwarding a case containing fancy goods:*

Mark	Weight	Value	Specification of costs	TOTAL	
<b>GB &amp; C</b>  <b>1714</b>  	217 Kgs	1750 Lires	<i>Custom-duties</i> (in gold) . . . <i>Lires</i>	195	—
			<i>Agio</i> $\frac{1}{2}$ p. % . . . . . »	—	97
			<i>Fine</i> . . . . . »	50	—
			<i>Declaration &amp; Stamp</i> . . . »	2	20
			<i>Supplement F. T. Ala/Milan</i> »	11	25
			<i>Porterage &amp; petties</i> . . . . »	1	58
			<i>Our Commission</i> . . . . . »	10	—
E. & O. E.					



285.

(258.)

**V. SALVINI & Co.**

Milan, September 12 th, 191...

*Linen-cloth Makers*

Gentlemen's & Ladies'

*Cambric Outfits*

**MILAN**

*Messrs. Gondrand Bros.*

**GENOA**

Dear Sirs: — We confirm our telegram of this morning worded as follows « Gondrand

Genoa — Detain case 2715 we write ». We send you, just this moment, by passengers' train, carriage paid, one package marked **V. S. & Co.** N.º 1718, being 31 Kgs. gross weight and 26 nett weight, containing 2 1/2 pieces of Cambric lineu, valued 240 lires. Please to pack them in the above mentioned case addressed to Mr. Bianchi at Buenos Ayres, in the place of piece N.º 2716, included by an oversight, which kindly withdraw and return by goods train, carriage unpaid, to our private address.

It is redundant to tell you that previous instructions given to you remain unaltered, only have the goodnes to vary the declaration for Customs according to the new contents of the case.

*Yours truly*

*Vincent Salvini & Co.*

286.

(259.)

**Napoleon Landals & Co.**

Lyons, January 17 th, 191...

*Silk Factory*

**LYONS**

*Messrs. Pidal & Candol*

**BUENOS AYRES**

Dear Sirs: — We have been favoured to-day with your esteemed letter of the 28 th December last, the contents of which had our best attention. We are telegraphing to Mr. Baraña of Marseilles, your forwarding Agent, asking him about the package marked **N. L. & Co.** N.º 1718, which to our great surprise, we hear, you have not yet received. We solicit him also to inform you thoroughly by the first post.

The Marseilles line is doubtless cheaper, but very slow; we had constantly to suffer delays in transmissions; to avoid them, we, except contrary dispositions of our friends, always forward now our sendings

to America « Via Bordeaux » as this place is the leaving-port of all the best transatlantic Companies having on their lines the swiftest steamers running on a direct route.

We much regret the inconvenience this delay causes you, as we hear it is already too late for the sale of the goods contained in the package; however, although we are anxious to please you in all that is possible, we must decline all responsibility in this transaction. Our goods were delivered to date, and we have strictly followed the instructions contained in your favour of the 15 th November last. As to the forwarding agent you selected him yourselves, we did not even know him formerly, so that, exclusive of main force or stress of weather accidents, he is the only responsible for this delay.

We believe that you will entirely agree with us.

*Yours faithfully*

*Napoleon Landais & Co.*

## b) CUSTOMS & CUSTOM-HOUSE OPERATIONS.

287.

(260.)

*Gandini & Lupi*

Custom-house Agents

**TURIN**



Turin, July the 15 th, 191...

*Messrs. Weiss & Kusli*

**MULHAUSEN**

Dear Sir: — We are very sorry to be obliged to inform you that in spite of our earnest protestations and the numerous proofs exhibited to affirm the fact that already many a times in the past, and in several Italian custom-offices, the textile N. 1716 was classed in the category *A*, the inspector of our custom-house would not admit our assertion and we were obliged to deposit the amount of the duties at the rate of the category *B*, which as you are well aware of, is precisely the double. We presented a regular claim to the Collector of the customs, who will submit the question to the central-commission at Rome, and within a couple of weeks the decision will be known.

Meanwhile we present you our best respects.

*Gandini & Lupi.*

288.

(261.)

Ala, December 17th, 191...

*The Hon.ble***Sommer & Winter**

Custom-house Agents

**A L A****Udinese Cotton Works Co.****UDINE**

Gentlemen: — For your guidance we beg to inform you that the Austrian government, beginning from the 1st January next, has decided to augment the import duties on several articles of the general tariff. Among them we note the following ones regarding your branch of industry, viz:

Pure wool single colored textures	from 1.50 Austr. Crowns to 1.80
» » striped	» » 1.70 » » » 2.—
Wool & cotton single colored	» » 1.10 » » » 1.25
» » striped	» » 1.10 » » » 1.45
Wool & silk single colored	» » 2.15 » » » 2.50
» » striped	» » 2.40 » » » 2.80

Always disposed to give you those further informations which might interest you, we remain, gentlemen, yours truly

*Sommer & Winter.*

289.

(262.)

per s/s « VITTORIA »

**Machado & Punho**

Bahia, January the 2nd, 191...

Custom-house Agents

**B A H I A***Mr. A. Molo***GENOA**

Dear Sir: — We hasten to apprise you that a fresh decree of the Central Government, which shall be in force on the 1st March next, prescribes that any merchandise imported into Brazil from Italy, is to have, in an absolute manner, the labels and any other writing on it, drawn up in the Italian tongue in order to enjoy the benefits of the special tariffs. Should that not be accomplished, the goods are to be taxed according to the general book of rates, which, as you are aware of, is about 15% higher. — That for your special guidance.

*Yours respectfully*  
*Machado & Punho.*

290.

(263.)

**F. VANDONI**Amsterdam, October the 15<sup>th</sup>, 191...

Importer  
of Italian Produce  
**AMSTERDAM**

*To the President**of the Chamber of Commerce & Arts***GENOA**

Sir: — I beg to call your attention on the fact that, though Holland has hitherto kept on free trade, it must now, in order to guard from foreign competition, adopt the protecting system now-a-days in force all over Europe..

The Dutch government therefore presented to the States-General a bill of reforms on the custom-duties, in which Italian produce is especially aimed at. According to this bill a duty *ad valorem* on following articles is proposed; viz:

- a) Preserved vegetables and fruits - wax candles - feathers - umbrellas - paintings - artistical furniture - mirrors, and crystal fancy-goods, are to pay, from 5 to 6 per cent.
- b) Oranges and lemons will be taxed, 8 %; and dry fruits of every description, 10 %.
- c) Candied orange & lemon peels will be charged 18 fl. per 100 Kgs., and so forth.

I have not the least doubt that the Italian Foreign Office and the Minister of Agriculture, and the Board of Industry and Commerce have already thought how to protect the interest of our country against the new menace to the development of our export trade.

At all events it would not be out of the purpose that your Hon<sup>ble</sup> Chamber should solicit His Ex. the Minister of Commerce to make due applications in order that the Italian exportation should not be prejudiced in its vital interests.

I remain, sir, your most obedient servant.

*F. Vandoni.*

## § 12.

### ACCOUNTS

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- a) Abstracts or Statements of Accounts current sent to clients; Acknowledgment of receipt and approbation received.
- b) Letters noticing errors or omissions in accounts forwarded or received.
- c) Annual accounts sent to clients; Acknowledgment waited for.
- d) Settlements and balance of accounts through bills and drafts.

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291-315

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## § 12. ACCOUNTS

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- a) Abstracts or statements of accounts current sent to clients; acknowledgment of receipt and approbation received.

291.

(264.)

### Waser Brothers - Drapers

DEPOT OF NATIONAL & FOREIGN TEXTILES  
**NAPLES**

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Naples, July the 2<sup>nd</sup>, 191...

*Messrs. A. Nardini & Co.*

**MILAN**

*Dear Sirs,*

On the occasion of our half-year's Stock-taking, we beg to hand you herewith a statement of your a/c, shut up to the 30<sup>th</sup> June last, showing a balance of It. Lires 2720.04 in ou. behalf, and we beg you to let us know whether you approve it. While we hope you will reserve us your desired winter orders, we present you our best regards.

*Yours faithfully*  
*Waser Bros.*

ENCLOSURE: N. 1 ACCOUNT CURRENT.

202.

(265.)

ENCLOSURE

## ACCOUNT CURRENT — DIRECT METHOD

WASER BROS.

DRAPERS  
NAPLES

Messrs. A. NARDINI & CO. in Milan, in a/c with WASER BROS.  
in Naples, with interest charged and allowed at 6% p. annum,  
balanced up to the 30 th June 191..

Dr.

-Cr.

Dates	Capitals	Operations	Maturity	Days	Products	Dates	Capitals	Operations	Maturity	Days	Products
191...	Lires					191...	Lires				
Jan. 15	3500 —	Invoice of silk . . .	Jan. 31	150	525000	Jan. 25	2500 —	Our dft. o/ Bardi. .	Feb. 1	149	372500
March 1	1500 —	Our P. N. their /o .	April 12	79	118500	Feb. 15	2000 —	Invoice of wool . .	March 15	10	214000
" 20	2700 —	Invoice of linen . .	" 30	61	164700	April 5	1500 —	M. O/ N'al Bank . .	April 5	86	129000
May 1	900 —	Their dft. o/ Pili .	May 15	46	41400	May 20	1200 —	Invoice of Cloths .	June 9	21	25200
June 10	1300 —	Our rem. o/ Monti .	June 20	10	13000	June 30	— —	Balance of Products			121900
" 30	2004 —	Int. on Pr. 121900 .				" "	2720 04	" to Dr.			
	9920 04						9920 04				862600
July 1	2720 04	Balance new /ac. .					— —				

Naples, July 1 st, 191...

S. &amp; O. E.

Waser Bros.



293.

(266.)

REPLY

A. NARDINI & Co.

Milan, July 5<sup>th</sup>, 191...

Depot of Textiles  
of every description

*Messrs. Waser Bros.*

MILAN

NAPLES

Dear Sirs: — We are in receipt of your esteemed letter of the 2<sup>nd</sup> instant enclosing statement of our account current for last half-year, showing a balance of It. Lires 2720.04 in your favour. We hasten to inform you we found the same correct and we credited therefore with such a sum your new account, value 1<sup>st</sup> July.

*Yours very respectfully*

*A. Nardini & Co.*

294.

(267.)

BARBA & CAMPINOL

Buenos Ayres, January the 2<sup>nd</sup> 191...

BANKERS

BUENOS AYRES

*Mr. Joseph Ramos*

SANTA FÉ

Dear Sir: — As we have just finished making up our books, we take the liberty to forward you your account current for the last year, and we beg you to debit us, in new account, for the balance in your favor of \$ 5,894, if you find it correct.

With the best compliments of the season and hoping for a continuance of your commands, which we greatly value, we are, sir, with much respect

*Your obed't servants*

*Barba & Campinol.*

ENCLOSURE: 1 Account-current.

## ACCOUNT CURRENT — INDIRECT METHOD

Barba &amp; Campinol

BANKERS  
BUENOS AIRES

Mr. JOSEPH RAMOS in Santa Fe in a/c with BARBA & CAM-  
PINOL in Buenos Aires, with a reciprocal yearly interest  
of 4  $\frac{1}{2}$  %, shut up to December 31 st, 191...

DR.

CR.

Dates	Operations	Maturity	Capitals	Days	Pro-ducts	Dates	Operations	Maturity	Capitals	Days	Pro-ducts
191...						191...					
July 1	Balance dne . . .	June. 30	\$ 4,000	—	—	August 21	Our dft. on him . .	August 21	\$ 6,000	52	3,120
Sept. 20	Our Rem. in gold . .	Sept. 20	7,000	82	5,740	Oct. 18	His remittance . . .	Oct. 18	4,000	110	4,400
Nov. 30	His dft. on us 8 d/s .	Dec.. 8	5,000	161	8,050	" 28	His remittance . . .	" 28	5,000	120	6,000
Dec. 1	Our paym. for his/a0.	" 1	2,000	154	3,080	Dec. 5	Our dft. on him 5 d/s	Dec. 10	2,000	163	3,260
" 31	Our commission . .	" 31	70	184	129	" 17	Our dft. on him 30 d/s	Jan. 16	7,000	200	14,000
	5,930 balance capitals.		—	184	10,911						
	Interests in our favor.		36	—	2,870						
	Balance account . .		5,894								
			24,000		30,780				24,000		30,780

Buenos Aires, December 31 st, 191...

F. &amp; O. E

Barba &amp; Campinol.

296.

**Joseph Ramos**

Corn - Merchant  
SANTA FÉ

(269.)

Santa Fé, January 8 th, 191...

REPLY

*Méssrs. Barba & Campinol*

BUENOS AIRES

Dear Sirs: — I am in possession of your favour of the 2nd inst. and I heartily return your good wishes for the new-year, which I hope will be merry for both. I feel confident the administrative reforms now in view, will have a reviving effect upon the Italy-Argentine commerce with a great advantage for our towns. I am just about transacting a very important business and if I bring it to a conclusion, I shall avail myself of your favors that I hope you will continue to show me,

I examined the account current and found it correct, consequently I have debited you, for the balance of the same in new account, with \$ 5.894. Without any thing particular to inform you of to-day, I remain, sirs, yours very faithfully

*Joseph Ramos.*

297.

**Barbagelata & Campi**

BANKERS  
ROSARIO (A. R.)

(270.)

Rosario, January the 2 nd 191...

*Messrs. Joseph La Casa & Co.*

TUCUMAN

Dear Sirs: — As we are engaged in making up our inventory we beg to enclose herewith your account current settled up to the end of last year. Please to compare it with your books and, if found correct, have the goodness to debit us, in new account, for the balance of same, say \$ 5.894 due on the 1 st January.

While we present you our best wishes for the New Year, we express the hope you will continue for the future to prodigate us your past favours, which we shall do our best exertions to deserve.

*Yours truly  
Barbagelata & Campi.*

ENCLOSURE: 1 Account-current.

## ACCOUNT-CURRENT BALANCES SYSTEM (American Method)

Barbagelata & Campi BANKERS' Messrs. Joseph La Casa & Co. in TUCUMAN in a/c with Barbagelata  
 & Campi in ROSARIO, with interest charged and allowed at  $4\frac{1}{2}\%$   
 ROSARIO (A. R.) p. 12 months, settled up to December 31 st, 191...

Dates	Operations	Maturity	CAPITALS		BALANCES		PRODUCTS	
			DR.	CR.	DR.	CR.	DR.	CR.
119...								
July 1	Balance due . . . . .	June 30	\$ 4 000	\$ —	4 000	—	2 080	—
August 21	Our draft on them . . . . .	August 21	—	6 000	—	2 000	—	600
Sept. 20	Our remittance in gold . . . . .	Sept. 20	7 000	—	5 000	—	1 400	—
Oct. 18	Their remittance . . . . .	Oct. 18	—	4 000	1 000	—	100	—
28	Their remittance . . . . .	Oct. 28	—	5 000	—	4 000	—	1 640
Nov. 30	Their dft. on us 8 d/s. . . . .	Dec. 8	5 000	—	1 000	—	—	70
Dec. 1	Our payment for th./ac. . . . .	Dec. 1	2 000	—	3 000	—	270	—
5	Our dft. on them, 5 d/s. . . . .	Jan. 10	—	2 000	1 000	—	370	—
17	Our dft. on them, 30 d/d . . . . .	Jan. 16	—	7 000	—	6 000	960	—
31	Our commission . . . . .	Dec. 31	70	—	—	—	—	—
	Balance interest & products.		36	—	—	—	—	2 870
	Balance account. . . . .		5 894	—	—	—	—	—
	E. & O. E.		24 000	24 000			5 180	5 180

Rosário, December 31 st, 191...

Barbagelata &amp; Campi.

**b) Letters noticing errors  
or omissions in accounts forwarded or received.**

299.

(272.)

REPLY

JOSEPH LA CASA & C.  
Skin & Leather  
Dealers  
TUCUMAN (A. R.)

Tucuman, January 9 th, 191...  
(Argentine Rep.)

*Messrs. Barbagelata & Campi*

ROSARIO

Dear Sirs: — We have examined the account current you sent us last week, which was settled up to December 31 st of last year. We have found it on the whole correct, with the following slight exception, on which we shall easily come to an understanding.

You credit us for your draft of December 17 th with \$ 7.000 at 30 days' date, that is due on the 16 th January, while it was drawn at 15 d/d and paid in fact on the 2 nd inst. This oversight gives rise to a difference of interests in our favor at 4 1/2 pr. ct. annually for 15 days on \$ 7.000, viz. \$ 12. Consequently instead of \$ 5.894 we shall carry forward the balance of \$ 5.906 to your debit, for you shall, no doubt, agree to it.

We shall only expect an answer in case you should still differ from us. Hoping you will continue to favor us with your orders, we heartily return you our best wishes for the New Year and remain

*Yours very sincerely*  
*Joseph La Casa & Co.*

— • — • —

300.

(273.)

**Bowritz Bros.**  
CLOTH-WEAVERS  
EXPORTATION  
MULHAUSEN

Mulhausen, September 19th, 191...

*Mr. A. Malwirth*

LUZERN

Dear Sir: — On checking our invoice-book, we find we made a slight error, in your disadvantage, in reckoning the piece sent you on the 15 th August last, as follows:

FL. 43.25 meters of flannel at marks 3.45 should be Mk. 105.95	
and not, as we charged . . . . .	115.95
thus a difference in less of . . . . .	Mk. 10.—

Please reduce the amount of our invoice from Mk. 2718.95 to Mk. 2708.95. Kindly admit our apologies for this oversight and accept our best regards.

*Yours faithfully*  
*Bowritz Brothers.*

301.

(274.)

**R. MARITZ & Co.**

Geneva, April 19, th, 191...

Dealers in textiles  
of every description

*Messrs. Kunkl Bros.***GENEVA****MULHAUSEN**

Dear Sirs: — We have your invoice N.° 475 of the 16 th instant to hand. We perceive the following mistakes in the calculations:

- a) R. P. 29 meters at Mk. 1.73 a meter, makes Mk. 50.75 and not 507.50; of course it is an error in the punctuation.
- b) The addition of lengths in the first column ought to be 218 meters and not 228; and the multiplication of the piece N.° 705 (28 meters at Mk. 2.45) is completely wrong.

Please forward us a correct invoice by return of post.

*Yours very truly*  
*R. Maritz & Co.*

302.

(275.)

REPLY

**KUNKL BROS.**

Mulhausen, April 22 nd, 191...

CLOTH-WEAVERS

*Messrs. R. Maritz & Co.*

Exportation

**MULHAUSEN****GENEVA**

Dear Sirs: — We beg to hand you herewith the invoice N.° 475<sup>bis</sup> corrected, amounting to Mk. 1724.35 which cancels our precedent one sent on the 16 th inst. under N.° 475.

We beg to apologize for the errors committed that were involuntary and merely material, owed in part to the enormous quantity of invoices drawn up in that day by a clerk fresh admitted, who, perhaps, was still wanting of the calm necessary to a book-keeper intrusted with the accounts of a large factory as ours.

Admit meanwhile our best regards.

*Yours truly*  
*Kunkl Brothers.*

(For other letters noticing errors see also Nos. 354, 355).

c) Annual accounts sent to clients;  
acknowledgment waited for.

303.

(276.)

**WARREN & BIRK**

London, January the 2nd, 191...

MAKERS OF

*Mr. A. Ball*

Wire Ropes and Chains for Vessels

**LONDON****GIBRALTAR**

Dear sir: — Your favor of the 27th December last has had our careful attention. In consideration of the excellent relations we have entertained with your Firm for so many years, and being anxious to further them still on, we consent to grant you a special discount of 4 % on settlements at 30 days, month of purchase, as previously agreed, not included. It remains well understood that at the end of the year we will make a further exceptional allowance of 1 % on the total figure of business, conditionally however, that its amount shall not fall short of £. 1000.

Meanwhile having just in this last week made up our books we are glad to perceive that during last year you reached the important figure of £. 1315, for goods bought of us, so that we credit you with £ 13:2:0 for extra-discount agreed upon.

We shall mail you, within a few days, a statement of your a/c. and, even now, we beg you to give us your approbation on its reaching you if, as we hope, you find it correct.

Always dedicated to your valued orders, we remain, sir, your obed't servants

*Warren & Birk.*

304.

(277.)

**P. BARBINI & Co.**

*Speciality of Perfumery and Toilet Articles*  
**GOLD MEDAL AWARDED**

Wholesale  
 business



Exportation  
 for America

**MILAN**

Milan, January the 3rd, 191...

*Mr. B. Molteni***GENOA**

Dear Sir: — Subjoined please to find your commission-account shut up to December 31st last amounting, inclusive of Lires 79.50 for post and telegraphic costs, to Lires 1424.50 which we have placed to your credit.

After finding it correct, kindly draw upon us at sight, informing us at once in order that we may prepare a good welcome to your signature.

We are quite satisfied when we observe that your returns, during last year, have increased from 20.718 to 26.905 lires. Accept our congratulations, and permit us to look to your foresight and energy for a further augmentation, if possible, of the sale of our articles in your town and district, but especially in both Rivas, where the affluence of foreigners, great consumers of our articles, is growing every year, while the region is rather neglected by the travelling clerks of the competing firms.

With our best wishes for the New Year, we remain, sir, yours most cordially

*P. Barbini & Co.*

Encl. 1 Commission Account.



305.

(278)

ENCLOSURE

**P. Barbini & Co.**

Milan, January the 3 rd, 191...

*Speciality of Perfumery  
and Toilet Articles***Commission and Costs Account****MILAN***settled up to December 21 st, 191..  
payable nett, by a draft at sight, to***Mr. B. MOLteni** our Agent at Genoa, or his order.

Dates 191...		Clients	Towns	Amounts It. Lires	Commis- sion 5 %
January	12	<b>B. BARALDI</b>	Genoa	5.900	
February	7	<b>V. CIANCIA</b>	S. Pierdarena	4.410	
March	9	<b>N. VICINI</b>	Voltri	3.700	
May	14	<b>P. CONTI</b>	Nervi	5.700	
Septemb	1	<b>C. CAORSI</b>	Recco	2.022	
»	15	<b>L. VIAZZI</b>	Genoa	2.750	
Decemb.	2	<b>L. VICINI</b>	Voltri	2.418	
				26.900	L. 1345 --
Postage & Telegram Costs as per statement received . .					79 50
<i>E. &amp; O. E.</i>				To his credit It. Lires	L. 1424 50

306.

(279.)

**Garlandi Bros. & Co.**

Naples, January the 3 rd, 191...

*Manufacturers  
of Alimentary Pastes***Mr. R. Ferreira****NAPLES****LISBON**

Dear Sir: — After taking stock we send you here enclosed a statement of your commission-account for last year, shut to December 31 st., coming up to It. Lires 1825.55. Kindly examine it and draw at sight upon us for the amount after finding it correct and giving us notice.

We are sorry to see that your returns have diminished since 1916. Please tell us to what cause you attribute this decrease in our importations into Portugal, while formerly were so prosperous. We see in it the existence of an uncertain situation which should be promptly remedied lest we have to repent having delayed too much.

Awaiting your valued advice, we remain, sir, yours ever truly

*Garlandi Bros. & Co.*

d) Settlements and balance of accounts  
through bills or drafts.

307.

(280.)

**H. ROND & SONS**

Marseilles, February 12th, 191..

Manufacturers  
of Economic Kitchens  
Stoves and Gas-Heaters

*Mr. A. Blondeau***MARSEILLES****NICE**

Dear Sir: — According to your letter of the 6th inst., which we only received yesterday being wrongly addressed, as per envelope here enclosed, we draw upon you for frs. 2.798,90 due on the 31st March next, to our order, in settlement of our account of the 1st inst. of Fr. 2805 less 2% discount, as agreed upon, that is fr. 56.10.

Although we are anxious to meet the desire of our friends, we cannot, as you ask us for, value upon you on the 28th inst. less half per cent, ultra, for pre-payment, because we make it a rule never to allow extra discount, not even for cash. Accept, dear sir, our best regards and believe us to be yours most respectfully

*A. Rond & Sons.*

308.

(281.)

**John M. Souza & Sons**

Buenos Ayres, January 15th, 191..

Wine-Merchants  
Large Store of

*Messrs. Alvo & Co.*

National &amp; Foreign Liquors

**BUENOS AYRES****MONTEVIDEO**

Dear Sirs: — We beg to inform you that in order to reimburse us of the cost of the goods we sold and remitted to you to-day per s/s "*Jupiter*", as per enclosed invoice amounting to \$ 6442.15, we ask your leave to value on you for said sum, to our order, at one month's date.

If within a week's time we do not receive any contrary disposition from you, we shall consider ourselves authorized to put the draft in circulation. Please to take due note of it and reserve a favorable welcome to our signature as it is your custom. Repeating to you the offers of our service, we remain yours most obedient

*John M. Souza & Sons.*

ENCLOSURE: *One invoice.*

309.

(282.)

ENCLOSURE

**INVOICE (American Form)**

**JOHN M. SOUZA & SONS**

**WINE-MERCHANTS**

Buenos Ayres

*Invoice of the following goods sold to Messrs. V. ALDO & Co. in Montevideo, shipped for their account and*

*risks on board the s/s "Jupiter", bound for said port.*

N. 241 to 280	40	Casks Wine at \$ 89.00 . \$	3560	—		
" 281 to 580	300	Cases Vermont at \$ 9.30 "	2790	—	6850	—
		<b>CHARGES</b>				
		Cartage & Porterage . .	36	40		
		Lighters & Towing . . .	20	80		
		Clearance . . . . .	3	20		
		Insurance . . . . .	31	75	92	—
		<i>Payable on the 15th February next \$</i>			6142	51



Buenos Aires, January 15th, 191...

*John M. Souza & Sons.*

E. & O. E.

310.

(283.)

**Bernetti Cousins**

Florence, April 16 th, 191...

Tuscan Wine Dealers  
Speciality  
of alcoholized Chianti  
for Exportation

*Mr. L. Vicini***GENOA****FLORENCE.**

—~—

Dear Sir: — In accordance with your esteemed letter of the 14 th instant, we draw upon you to-day for It. Lires 1720.50 payable, on the 31 st of May next, to our order, to balance our account of January the 13 th last. We take the liberty of reminding you that this settlement is one month overdue. Being this the first time we do business with you, we pass over it, but in future we shall be under the necessity of charging interests after 90 days and month of purchase. Always dedicated to your esteemed orders, we remain, sir, yours very truly

*Bernetti Cousins.*

—•—•—•—

311.

(284.)

**L. Bertelli & Co.**

Milan, June the 15 th, 191...

General Depot for Italy  
of The «Excelsior» Typewriters

*Messrs. Weiss Bros.***MILAN****GENOA**

—•—•—•—

Dear Sirs: — We are in receipt of your favour of the 13 th instant containing draft on Messrs. Merlani Bros. for Lires 4245, to our order, due on the 30 th June next, which amount we place to your credit in balance of our account of May 30 th last, namely . . . . . It. Lires 4352.50

Less :

2 % discount . It. Lires	87.05	} . . . . . »	107.50
Packing . . . »	20.—		
Centimes . . . »	0.45		

Nett It. Lires 4245.—

We agree to the discount of 2 %, inasmuch as you reimburse us within 30 days, and being anxious to meet you as this is the first

business we transact with your respectable firm, we make an exception and allow for packing, but please to note for the future that we shall be obliged to charge for it, as we ourselves have to pay the relative costs. We feel confident you will remark our compliance in pleasing you, inasmuch as, in calculating our prices, of course we did not reckon for this allowance.

Always dedicated to your valued orders, we remain, Gentlemen, your obed't servants

*M. Bertelli & Co.*

312.

(285.)

**Blanchard & Piron**

Paris, March 25<sup>th</sup> 191...

*Messrs. Bag & Wilson*

MANUFACTURERS  
of Mother of pearl  
ivory and tortoise shell

**TOILET SETS**

**PARIS**

**LONDON**

Dear Sirs: — Your esteemed favour of the 22<sup>nd</sup> instant to hand remitting drafts, as per specification, for Fr. 2.850 payable on the 25/30 April next on different firms, with which sum we credited your account of the 20<sup>th</sup> inst. of Fr. 2955, on condition drawees meet same. Though we have deducted from it the discount of 3 % agreed upon, that is to say Fr. 88.95, there still remains to your debit the sum of Fr. 26.05, because we cannot possibly allow you more than 3 % abatement for payments at 30 days. We beg to state that this is the most we grant to firms with whom we do a very important business for cash. Our small profits do not permit us to make any exception in your favor, not even to encourage you to new orders, lest to lose on the bargain. Awaiting your esteemed commands, we remain, Gentlemen, yours very respectfully

*Blanchard & Piron:*

ENCLOSURE: 1 *Specification.*

313.

(286.)

ENCLOSURE

Blanchard &amp; Piron

Paris, March 25 th, 191...

PARIS

**SPECIFICATION**

18, Poissy Str.

of bills endorsed to our order by  
Messrs. Bag & Wilson of London.

Drawers	Drawees	Towns	Principals		Maturity
W. Blackwell	V. Stamon	Paris	fr. 750	—	April 25 th, 19...
Bag & Wilson	P. Perigod	Rouen	» 850	—	do 28 th, »
R. Warren	R. Sainsy	Lyons	» 575	—	do 30 th, »
Bag & Wilson	T. Viot & Co.	Paris	» 575	—	do 30 th, »
			fr. 2850	—	

314.

(287.)

N. BLANCEY &amp; FAURE

Paris, January 5 th, 191...

Corn Merchants

Mr. B. Lissin

PARIS

**LYONS**

Dear Sir: — Your favour of yesterday to hand enclosing cheque at sight, on *Bellot & Co.* of our town, for Fr. 5000 which we place to your credit balancing your account up to date. We thank you for your punctuality, and looking forward to your new orders, we remain, sir, your obed't servants.

N. Blanchy &amp; Faure.

315.

(288.)

CHEQUE

ANNEXED



N. 7149

Lyons, January 4 th, 191... Fr. 5000

Messrs. Bellot &amp; Co. — Bankers

Paris

On presentation please to pay to  
Mr. B. Lissin, or order, the sum of  
Five Thousand francs.

pro BANK of CREDIT of LYONS.

(sgd.) Band  
CashierNizard  
Manager

(Back)

Pay to Messrs. N. Blanchy &  
Faure, or order, value received.

Lyons, January 4 th, 191...  
B. LISSIN.

**§ 13.**

**APPLICATIONS FOR PAYMENT.**

**Remittance of balance.**

**Collection of credits through drafts.**

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**316 — 325**

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**§ 14.**

**REQUESTS FOR EXTENDING TIME OF PAYMENT.**

**Remittance in part.**

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**326 — 329**

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## § 13. — APPLICATIONS FOR PAYMENT

Remittance of balance

Collection of credits through drafts.

316.

(289.)

Amsterdam, July 12 th, 191...

L. VAN PORG

Ship's ropes & cables

MAKER

AMSTERDAM

*Mr. J. Gulden*

ANTWERP

Dear Sir: — Having an unexpected bill to make up, and being transactions very slack, I am at present deficient in money, so that I take the liberty of troubling you for the small balance of accounts which is up to date open between us. Should it be inconvenient for you to let me have the whole on the 20th instant, the day when said bill falls due, a part at this critical juncture will exceedingly oblige me. I feel confident you will excuse my boldness considering the peculiarity of the case. Accept, dear sir, my best thanks and believe me

*Yours very obed't servant*

*L. Van Porg.*

317.

(290.)

REPLY

P. GULDEN

Antwerp, July 12 th, 191...

Ship  Chandler

*Mr. L. Van Porg*

ANTWERP

AMSTERDAM

Dear Sir: — Agreeably to your request, I have remitted to-day to Mr. J. Van Blech, my representative in your town, a cheque at sight for 1009 florins. He shall pay down the amount to you in full balance of my account up to date, upon his receiving your discharge for the same. I request that, for the future, you give me proper notice when you wish to collect undue accounts, in order that I may have a guidance in my transactions.

*Yours truly*

*J. Gulden.*

318.

(291.)

**B. SANDOZ & Co.**

Vienna, January 12 th, 191...

*Manufacturers*  
**OF TOYS & DOLLS**  
*of every description*

*Mr. P. Gands***VIENNA****NANTES**

Dear Sir: — It is a long established rule in our house that, when occupied with making our entries preparatory to the yearly closing of our books, we call upon such of our debtors, who are more than 30 days in arrear, begging them to settle their accounts. It must not therefore astonish you, if though we know you are a punctual payer, we remind you of our last two invoices. a duplicate of which we beg to enclose herewith.

We are persuaded these petty notes have escaped your memory owing to the press of business at Christmas, and we venture therefore to look forward to their ready payment in the way you think best. We feel confident the above mentioned established regulation introduced in our firm, will account for our thus troubling you, and we thank you beforehand for your kind remittance.

Soliciting a continuation of the confidence with which you have honored us hitherto, we await your further commands, and remain, sir, yours very faithfully

*B. Sandoz & Co.*

319.

(292.)

**N. LANGAIS**

Marseilles, March 15 th, 191...

Chronometers  
 & Nautical Instruments  
 -MAKER

*Mr. M. Branchart**Depot of Sea-Charts***MARSEILLES****TRIESTE**

Dear Sir: — As I am at present short of cash and having some payments to meet, I am obliged to collect all the outstanding accounts, so that I dare troubling you with the request of settling your debt of fr. 978, for which I have been these two months waiting for its balance. I hope

you will accomplish with my demand, inasmuch as I have many engagements to front and I must protect my signature.

Should you not have sufficient funds in hand, kindly send me a promissory note at a short date, which I shall discount at once.

Awaiting your answer thereupon, I remain, sir, yours truly

N. Langais.

320.

(293.)

VINCENT LABRADOR & SONS

Lisbon, March 15 th, 191...

General Representatives  
for Europe  
of the firm Naranjo & Co.  
Exporters  
of Brazilian Coffee  
LISBON

Registered

Mr. John Paynot

LISBON

Dear Sir: — Notwithstanding your repeated promises of payment, the term last granted you has expired on the 1 st instant and our demand is still uncovered.

We once more enclose herewith your account current, according to which you are indebted to us for £. 120:8:5, payable on the 31 st of this month, having we, as it is our right, added to the principal the interest of 6% for term overdue. As we are decided to wait no longer, we have drawn upon you this day at a fortnight's date, to the order of the "National Bank of England", and request you not only to accept our draft but also to see to its prompt discharge at maturity. We are persuaded you will accede to our demand, because if you do not, you shall have to thank yourself for the disagreeable consequences which will inevitably ensue. We expect with the surest certainty you are not to let matters go so far, as you cannot deny we have shown you much forbearance, and therefore we look forward to your meeting our draft.

Yours very truly

Vincent Labrador & Sons.

321.

(294.)

CIANCIA &amp; CORDARI

Makers of Hat-Felts

of every shape and shade

UDINE

Udine, July 31 st, 191...

*Mr. P. Candiani*MESTRE

Dear Sir: — We had the advantage to write you on the 30 th ult., enclosing the abstract of your account, and, as you shall have seen, there is a balance due to us of 1728 liras payable for cash.

In ordinary times we should have passed this over in silence, and booked said sum in new account, but the heavy payments we are obliged to make next month, do not allow of our remaining longer without collecting. We beg therefore to avail ourselves of your kindness. trusting you will send us a remittance without delay.

*Your obed't servants**Ciancia & Cordari.*

322.

(295.)

Bellezza &amp; Castelli

Hydraulic Lime Factory

SAMPIERDARENA

Sampierdarena, September 15 th, 191..

*Mr. Laurence Calani*CHIAVARI

Medals awarded at last

Exhibitions

Dear Sir: — We begged you at our last interview, to understand clearly that we cannot sell our goods, to any one, on other terms than for cash or against payment at very short dates; for else we should sacrifice all our profit, being our prices very limited. You will therefore not take it amiss when we inform you we have valued on you for the amount of our invoice of the 11 th July last in a draft at 15 days' date.

However we are desirous of granting to our friends every facility compatible with our interest, yet you shall see that in this case we cannot possibly wait any longer for the payment of goods delivered since more than two months.

Looking forward to your approbation, we remain, dear sir, yours very faithfully

*Bellezza & Castelli*

323.

(296.)

REPLY

L. CALANI

Chiavari, September 17 th, 191...

Master - builder  
CHIAVARI*Messrs. Bellezza & Castelli*Samplerdarena

Dear Sirs: — Your favour of the 15 th is before me. You are quite right in asking payment for your invoice of the 11th July last, and rest assured, I should not have delayed so long, if business had not been in such a state, as to render it very difficult to collect money at this moment.

Under any circumstances your draft shall be duly honoured on presentation. I remain, sirs, your obed't servant

L. Calani.

— . — . — .

324.

(297.)

V. PANATI &amp; Co.

Messina, January 15 th, 191...

Sulphur-Dealers  
MESSINA*Messrs. Gando & Palazzi*TRAPANI

Dear Sirs: — As we have an outstanding account to settle in your town, we have made free to draw on you for the amount of the invoice of our last expedition. We beg you therefore to prepare a good welcome to our draft, of **Lires 1724.50**, which we put in circulation to-day, to the order of Mr. V. Bonati of your place, payable within 15 days, balancing thus our accounts up to date. We feel confident you will not be astonished at the liberty we took, if you consider that the general conditions of our market are very dull.

Every day we hope business is to reanimate, but still we do not see the benefits of any amelioration, so that we must call in our funds, being the request of merchandise limited to the necessity of consumption. Please to excuse the trouble and consider us always

Yours truly

V. Panati &amp; Co.

325.

(298.)

**P. CANTO**

Taranto, July 19 th, 191...

*Depot of Varnish & Colors*

Purveyors to the Royal

DOCK-YARD

**TARANTO**

*Messrs. Bolzoni & Bianchi*

**ANCONA**

Gentlemen: — Being in a great necessity of collecting my funds as I have to meet particular engagements, I take the liberty to draw upon you the following bills to the order of the indicated firms for the whole amount of your debt up to this day; that is:

Lires 750 to the order of Mr. Pini	of Girgenti, falling August 31 st
» 750 » » » » »	Viazzi » Rovigo » Sept. 30 th
» 811 » » » » »	Galatti » Spezzia » Oct. 31 st

It. L. 2311, which sum I book in your favor, balancing thus our accounts.

I hope you will approve my cashing a credit which dates from last year, and therefore you shall prepare due honor to my signature.

*Your very obed't servant*

*P. Canto.*

## § 14.

### REQUESTS FOR EXTENDING TIME OF PAYMENT

#### Remittance in part.

326.

(299.)

**P. BORIÑA**

Copiapò (Chili), January 15 th, 191...

*Boots & Shoes Manuf'er*

**COPIAPO**

*Mr. Paul Cuzicanqui*

**CALLAO (Perù)**

Dear Sir: — I beg you most earnestly to grant me the delay of one month for settling your invoice of 23 rd December last, falling due within a few days.

Various amounts, upon which I had counted, have not yet come in, and I dare not press my costumers, for payment, for fear of losing them should I insist too much upon collection.

Of course I shall allow you interest for the delay if, as I hope, you grant me such a great favor. While I beg you to continue your confidence in me, for I value it greatly, I remain, dear sir, yours obediently

*P. Boriña.*

327.

(300.)

**P. GRENET**

Brussels, March the 15 th, 191...

Large depot of Carpets & Mats  
**BRUSSELS***Messrs. N. Nardon & Co.***PARIS**

Gentlemen : — You have, no doubt, heard the sudden and unexpected failure of Messrs. Vernet & Bonard, bankers, with whom I had my funds in a/c. Such rash a suspension of payments has put me, for the moment, to a considerable inconvenience, not only on account of the heavy loss I suffer, nearly 30.000 frs., which I had at the time in their hands, but also because I have to provide for my outstanding acceptances and returned bills daily coming in.

Under this circumstances you will confer a great obligation on me, by allowing the bill of fr. 4918, due on the 31 st instant, to stand over for a couple of months, reducing, however, the principal to fr. 4000, as I am disposed, should you meet my request, to hand you a cheque at sight of 918 frs. besides stamp-duty for the new draft and interest thereon.

Persuaded of your well known kindness, I await the favour of an answer at your earliest convenience, and remain, Gentlemen, your obed't servant

*P. Grinet.*

328.

(301.)

**M. MANASSEWITCH**

Vienna, September 21 st, 191...

Depot of Mineral Waters  
Purveyor  
to the Civil hospitals  
**VIENNA***Messrs. Vercitz & Barack***BUDA-PESTH**

Gentlemen : — I have just received your esteemed lines of the 18 th instant by which you remind me of your invoice of the 2 nd July last for 1217 Austrian Crowns. I should feel much ashamed at having neglected the settling of it, had I not been impeded by circumstances, which it was not in my power to ward off.

You are doubtless informed of the unexpected

failure of Mr. Bancik, in which I am unluckily interested for a considerable amount. Though this accident must cause me some embarrassment, I am happy to say it will only be a momentary one, as I shall, within a few weeks, be enabled to act up to all my engagements. I trust, therefore, you will allow me a short respite of one month, and you shall not withdraw a confidence of which I should be greatly distressed to render myself unworthy.

Feeling confident to receive a favourable reply from you, I remain, sir, your very obed't servant

*M. Manassewitch.*

329. (302.) « REGISTERED »

**HENRY BRIAN**

Brussels, August 10 th. 191...

Depot of Cycles  
of the best factories

*Messrs. Niemen & Berken*

Special work-shops  
for repairs

**ANTWERP**

**BRUSSELS**

Dear Sirs: — Some important payments, upon which I had confidently relied, having not come in, it will not be in my power to pay for the amount of your invoice, due on the 12th instant, of fr. 1708.25, before the end of this month. I remit however, on account, a cheque for fr. 708.25 on Messrs. Gannet & Co., bankers in your town, which sum have the goodness to place to my credit, advising me of the receipt as soon as collected.

I am persuaded you will excuse me of my not performing completely the engagement I am under, but you may rest assured the remainder shall be punctually remitted, with 6% interest, on the beginning of September.

*Yours very faithfully*  
*Henry Brian.*

ENCLOSURE: ONE CHEQUE (SEE FORM N.º 315).



## § 15.

### REPROACHES, COMPLAINTS & CLAIMS

Accusations & Charges: Justifications & Excuses

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- a) Goods, not corresponding to the orders given, left on account of whom it may concern.
- b) Merchandise of inferior quality or damaged.
- c) Delay in sending goods or in executing the orders received.
- d) Untaken delivery of goods; merchandise lying at the R.R. Depot; parcels refused or left for sender's account.
- e) Mistakes in the calculations; erroneous declarations; oversights in sendings.
- f) Answers not given; prolonged silence.
- g) Engagements not performed or promises not fulfilled.



## § 15. — REPROCHES, COMPLAINTS & CLAIMS

(ACCUSATIONS — JUSTIFICATIONS)

---

a) Goods, not corresponding to the orders given,  
left on account of whom it may concern.

330.

(303.)

A. De Silva Pereira

Saragossa, September the 1 st, 191..

DEALER

in Woollen & Silk Stuffs

FOR FURNITURE

SARAGOSSA

*Mr. Alfred Berthold*

PARIS

---

Dear Sir: — I delayed acknowledging receipt of your favour of the 18th August because I waited for the arrival of the articles ordered you. The packages arrived at last, and having unbaled the goods, I ascertained, with great surprise, they are much inferior to the patterns presented to me by your traveller, while the prices charged are, for several articles, superior to those agreed upon; add to this. that two pieces appear to be faded away.

Therefore, without advancing any further re-crimination, I inform you that, if you do not grant me an allowance of 20 % on the total amount of your invoice, I will refuse the whole sending and keep it at your disposal against reimbursement of 148 ptas, which I have paid for customs duties and carriage.

Looking forward to your reply, I remain

*Yours truly*

*A. De Silva Pereira.*

331.

(304.)

REPLY

Paris, September 6<sup>th</sup>, 191..**Alfred Berthold**

furniture Stuffs  
and Decorations factory

Purveyor to the King  
of Montenegro

**PARIS***Mr. A. De Silva Pereira***SARAGOSSA**

Dear Sir: — I am so surprised at the contents of your letter of the 1<sup>st</sup> inst. that I cannot put faith in them. I was far from expecting such an unfairly dealing after the good informations I had of you.

Convinced of the injustice of the reproaches you advance to justify your behaviour, I propose to let the goods examined by legal experts, and I authorize you to have my warehouse visited by whom you wish, in order to ascertain if I have in it a single piece in any way damaged or faded away.

As to prices, they are the same signed on the *duplicate of the order-sheet*, which my traveller left on your hands before leaving, a copy of which I subjoin, should you have lost same; compare it and you will see I am right. I dare hope that reflecting upon it, you shall change your opinion and act according to the rules of sincerity, which must always be respected in commercial transactions, and you shall keep for your account the commission ordered to my clerk. As it was beforehand agreed upon, I am awaiting from you a promissory note at 60 days for the integral amount of the invoice, if not I shall be obliged, against my will, to take legal steps.

Yours truly

*Alfred Berthold.*ENCLOSURE: *A duplicate of the order-sheet.*

332.

(305.)

ENCLOSURE

DUPLICATE OF THE ORDER-SHEET



**Alfred Berthold**

Furniture Textiles  
and Decorations Factory  
**PARIS**

Copy of the order that Mr. A. De  
Silva Pereira of Saragossa gives me  
to-day through my Travelling-clerk  
while paying him a visit on business.

Saragossa, August 1st, 191...

Terms: Payable at 60 d/d nett discount.

Delivery: Free in Paris R.R. Station within the current month.

Mark & Nos. of samples Collection	Nos. of pieces ordered	Description of textiles	Length of each piece	Price in gold per meter Frs.	Average amount
VP 715	2	Black cloth . . . . .	50	12 —	1200 —
SN 148	2	Blue " . . . . .	40	10 —	800 —
RR 717	2	Single colored flannel	25	5 25	262 50
RR 716	1	Checkered flannel. .	25	6 75	168 75
VP 621	1	Yellow cotton-cloth .	40	1 —	40 —
ZP 624	1	Green " " . . .	40	1 10	44 —

p. p. A. BERTHOLD  
Lewis Bernet.

333.

(306.)

"The CITY of PARIS,"

DEPOT

of Ladies' and Children's  
last novelties

ROSARIO DE S. FÉ

**C. Campinas, Prop.**

Rosario de S. Fé, May 12th, 191...

Messrs. Beretta & Canalis

**MONTEVIDEO**

Dear Sirs: — Your favor of the 8th inst.  
has been received as well as the bill of lading  
and invoice of goods ordered in my letter of 30th April last. The  
s/s « *Bourgogne* » having arrived here I am also in possession of the  
10 cases shipped to my address. I am sorry to say the shawls are not  
at all what I wrote for. My order says: 2 grosses shawls of assorted  
patterns and lively colors, 180/180. Those received, besides being  
of a very inferior quality, are of dim colors, and I shall be obliged

to leave them for your account, if we cannot come to an agreement in the matter. You should know, as well as I, that this class of goods is almost unsaleable in our market; but as I am not in favor of discussions I will consent to take same, selling them in the interior at reduced prices, if you make me an allowance of 15% on their total amount. I have no doubt you will acknowledge the equity of my proposition, and therefore I expect your reply in the affirmative by the first mail. In case you do not accept it, be pleased to point out any firm here who will receive the shawls for you, and reimburse me the expenses on them. I am Gentlemen,

*Yours truly*  
*C. Campinas.*

334.

(307.)

REPLY

Montevideo, May 16th, 191...

Beretta & Canalis  
Woollen Dry Goods  
DEALERS

*Mr. C. Campinas*

Shawls made a Speciality  
MONTEVIDEO

Rosario di S. Fé

Dear Sir: — We hasten to answer your favour of the 12th instant. We beg you to excuse us for the involuntary mistake made by our store-overseer. We personally remarked, when the goods were already in transit, that instead of two grosses shawls of the "*Splendor*" type, the packer embaled two grosses of the "*Excelsior*" type, which were at hand in cause of the numerous sendings we made last week.

You are perfectly right and we apologize for it to you, but a discount of 15% would cause a considerable loss to us. Let us settle matters as good friends and let us fix a bounty of 10%. Persuaded you shall be satisfied with our proposal, we look forward to your reply in order to have the invoice drawn up in conformity.

*Your very obed't servants*  
*Berretta & Canalis.*

335.

(308.)

**G. VIANZON**

Nice, March 12 th, 191...

Alimentary Provisions

SPECIALITY

of Genoese & Neapolitan

PASTES

*Mr. L. Cassinelli*

GENOA

— NICE —

Dear Sir: — I hasten to apprise you the arrival of 8 cases of vermicelli ordered last month. I regret to be obliged to inform you that they are in no way conformable to my order, for instead of being white they are yellow. You will easily understand that I cannot accept the same, and consequently I must leave them on your hands. If you are in position to conform to my orders within 15 days, then you may send me a fresh supply, if not, I shall be compelled to wire to my former purveyor. Relying upon your approval, by return of post, I am, sir, yours obediently

*G. Vianzon.*

336.

(309.)

**JOHN MALIN**

Rouen, May 15 th, 191...

Silk & Velvet Dealer

*Mr. A. Vermont*

**ROUEN**

PARIS

Dear Sir: — The railway Co. have just delivered me the case *G. M. 729* containing the goods I ordered in my letter of the 1st inst. This time I really must complain of the little care you have taken in serving me. The ribbons you have sent me are not saleable, and I regret it the more, inasmuch as it will cause me to miss the season, for I shall scarcely have time to receive another parcel in the style which my customers require.

I shall be forced therefore to leave the ribbons for your account, and next season I will supply elsewhere.

I remain, sir, your obed't servant

*John Malin.*

337.

(310.)

**BADO & CAMPIÑA**

Rosario, August 21 st, 191...

Large depot  
of sugar, coffee, chocolate  
& foreign liquors  
WHOLESALE & RETAIL

*Mr. Joseph Bajadoz***TUCUMAN****ROSARIO**

Dear Sir: — We have received the 10 hogsheads Sugar ordered from you, when passing through our town on business. The quality being very inferior from the sample you exhibited, we leave these goods for your account. This sugar is too brown, full of molasses and impure; it is perfectly unsaleable in our stores, no one will look at it because all our clients are accustomed to buy selected types.

Before we ordered these goods from you we showed you, certainly you remember of that, a quality of sugar coming from a mill of your neighbourhood, which we found almost unsaleable for its being too dark and too greasy. We stated you if yours were such goods, you needed not send us any. You promised to forward us a choice article, light colored and dry, but with our great surprise we see that the 10 hhds received have the very same fault at a highest degree.

Please therefore to dispose of these goods and credit us for the amount, because we cancel absolutely our purchase.

*Yours truly*  
*Bado & Campiña.*

338.

(311.)

**POST CARD***(The address only to be written on this side)***Valdetti & Colina**

Leghorn, May 13 th, 191...

« The London City Stores »  
toilet & travelling sets  
and cases

*Messrs. Black & Burn*

190, OXFORD ST

**LEGHORN****LONDON**

Gentlemen: — Our Mr. Colina visiting your stores in March last, ordered you, among other articles, two huntsmen's tool-cases, begging you to send them off at once. They reached us only on the first days of the present month in a box containing also two small ladies travelling-cases, which we have not ordered. We await your letter with particulars.

*Yours faithfully*  
*Valdetti & Colina.*



339.

(312.)

REPLY

**BLACK & BURN**

London, May 17 th, 191...

*Travelling-Cases Makers*

SPECIALITIES

for Alpinists, Cyclists & Hunters

LONDON

*Messrs. Valdetti & Colina*

LEGHORN

Gentlemen: — We hasten to reply to your esteemed post-card of the 14th inst.

If the two Hunters' tool-cases you bought in our warehouse, when your Mr. Colina had the kindness to call upon us last March, were only sent off on the 6th inst. with the goods ordered from our Agent Mr. Bengal, it is because up to that date we had no important delivery to send you, and, having Mr. Colina not manifested any haste, we thought we were studying your interest in keeping them back, so as to be able to group sendings as much as possible.

You mention not having ordered the two small ladies' travelling-cases. This item figures, however, on our representative's order sheet, a copy of which he left in your hands. Kindly refer to it while we are writing to Mr. Bengal respecting same. In any case, being this a much looked for article we daresay you can easily sell it. If to the contrary, however, please hold the two cases in question subject to our Agent's orders. At his first call he shall reimburse you for carriage and duties sustained, and dispose of them at once at Florence where our customers are great sellers of such articles and are continually asking for them.

*Your very obedient servants*

*Black & Burn.*

## b) Merchandise of inferior quality for damaged.

340.

(313.)

Bardetti &amp; Camagna

Turin, March 12<sup>th</sup>, 191...Novelties & Fashions  
STORES*Messrs. Blechard & Rougnon***TURIN****PARIS**

Dear Sirs: — We regret very much to tell you we are a great deal astonished at the unfair manner of your executing our orders. The pieces sent to us, besides having a large quantity of bars, are full of holes and, after measuring a couple of them, we found their lengths short.

We have no sufficient words to express our dislike, and we inform you therefore, should you not allow us a discount of 6 %, we shall leave the whole expedition at your disposal.

Awaiting an answer from you for our guidance, we remain, Gentlemen, yours faithfully

*Bardetti & Camagna.*

341.

(314.)

REPLY

Paris, March 15<sup>th</sup>, 191...

“The Cheap Goods Store „  
LARGE ASSORTMENT

*Messrs. Bardetti & Camagna*

of Ladies' fashions  
Blechard & Rougnon

PROPRIETORS

**TURIN****PARIS**

Dear Sirs: — We are in receipt of your letter of the 12<sup>th</sup>, and we are surprised at its contents. We beg to tell you that, before delivery, our articles are very carefully examined, therefore we cannot understand their being full of bars and holes, as stated in your letter. We add besides that our goods being measured by machine, we can affirm that our lengths are exact, so that we cannot possibly admit your claim. Moreover we would have you remark that we never make any allowance in

the way of extra discount, for it is contrary to the rules of our house. In consequence, please return the goods by slow train, carriage prepaid, to the "Paris drawback office," and write on the bill of entry "*Merchandise of French origin conveyed back to sender*,"; we will give you credit for their cost and expenses.

Yours truly  
Blechard & Rougnon.

342.

(315.)

Berretta & Cappello  
Skins & Hides Dealers  
VICENZA

Vicenza, June the 2<sup>nd</sup>, 191...

Messrs. Vicini &amp; Canetta

MILAN

Dear Sirs: — We beg to acknowledge receipt of your esteemed letter of the 30<sup>th</sup> May last enclosing an invoice.

The packages arrived here yesterday, and after examining the hides we observed that some of them, particularly those of kids, have cuts caused by the flayer's knife. As to the price of 5 frs., you charged for the lamb-skins, we find it exorbitant because we never paid them above frs. 4.50. Packing, besides, is too dear. As we are certain our friends of Lonigo will remonstrate on both subjects, we hope you will grant us an abatement on the amount, being this the only way to avoid claims. It is our opinion that reducing your invoice to 1100 frs., you still have a profit left on the sale, and we shall be satisfied. Awaiting your kind answer for our guidance, we beg you to accept our best regards.

Yours very truly  
Beretta & Cappello.

343.

(316)

REPLY

**Vicini & Canetta**

Milan, June 4th, 191...

DEALERS

in furs, skins and leather  
of every description**MILAN***Messrs. Beretta & Cappello***VICENZA**

Dear Sirs: — We took good notice of the contents of your favor of the 2nd instant, which reached us in this moment. Permit us to say to you that we are astonished at the remarks you advance. You have, doubtless, observed in our preceding expeditions, how impossible it is not to meet, in the whole parcel, any skin somewhat touched by the flayer's knife. We must accept these hides together with the good ones, because no seller would permit us to make a choice. As to the lamb-skins, you know, certainly, that their price varies according to market rates, and just in the latter days a considerable advance was noticed because merchants are almost bare of this article. You can rest convinced of it by consulting the last price-current we enclose herewith; you should have asked it of us before giving the commission. We hand you also the packer's account, and we assure you that hardly we could have found another who would work at a cheaper price.

The observations which we beg to make will persuade you that it is impossible to us to grant you the allowance asked of us. We are of opinion that your friends of Lonigo will know how to apprise the quality of the goods, and being informed of prices quoted nowadays, will spare the remarks which you fear they may make. Our consciences are easy because we looked after your interests in every respects, therefore we beg you to credit us with the total amount of our invoice, say fr. 1158,25, and remain, your very obed't servants

*Vicini & Canetta.*

344.

(317.)

ANSWER

Beretta &amp; Cappello

Vicenza, June 6 th, 191...

Skins & Hides Dealers  
VICENZA*Messrs. Vicini & Canetta*MILAN

Dear Sirs: — The contents of your favor of the 4 th inst. inform us that you are not disposed to allow us the right abatement we asked of you in our respects of the 2 nd. Notwithstanding we persist in the objections and we do not know how to get out of this scrape with our buyers, unless we send them a copy of your letter.

To make an end to such disagreeable a transaction and being not desirous to leave for your account a lot of goods sent us on order, we authorise you to draw on us for the sum of **1150** frs., but we cannot help saying we had a right to hope we could be better dealt with by you in this affair.

Yours very truly

*Beretta & Cappello.*

345.

(318.)

JOSEPH RIVETTA &amp; SONS

Biella, August 7 th, 191...

*Weavers & Spinners*

The Biella Cotton Factory

*Messrs Leveroni & Cialdini*

BIELLA

MILAN

Gold Medal Turin 1911

Dear Sirs: — Your esteemed letter of yesterday to hand. We regret that the slight imperfections in the goods sent you on the 30 th July last, escaped our notice. The bars you complain of, are caused, no doubt, by the boards which have marked off on the folds of the cuts; we are sorry for this inconvenience, but it will be easily removed. Please to return, carriage unpaid, all the defective pieces; we will have them refinished, and the defect shall disappear completely. We apologize for the trouble, but it is the matter of two or three days to get it done, and we will return you the goods in due order, by passengers' train, carriage paid. Always ready to serve you, we remain, Gentlemen, yours obediently

*Joseph Rivetta & Sons.*

c) Delay in sending goods  
or in executing orders received.

346.

(319.)

**BALDONI BROS.**

Udine, July 6 th, 191...

"The Large Nurembergh Bazar,"  
Complete Assortment of Toys  
of every description

*Messrs. V. Sicherling & Son***NUREMBERGH****UDINE**

Dear Sirs: — The purport of the present is to bring to your notice that you are behind hand with our order N. 1318. It is absolutely necessary, as we said and repeated to your traveller, that it should be delivered on the 15th inst. We reckon therefore upon your despatching the execution of this commission, because we shall be obliged to refuse it, should it not reach us in due time. Awaiting your reply by return of post, we remain, yours sincerely

*Baldoni Bros.*

347.

(320.)

**REPLY****V. Sicherling & Son**

Nurembergh, July 8 th, 191...

Factory of Toys  
of every description

*Messrs. Baldoni Bros.***NUREMBERGH****UDINE**

Gentlemen: — Your favor of the 6 th. to hand. We recognise the justness of your claim. The reason your order is late in being executed is owing to peculiar exigencies of work.

As we wish to terminate the articles to your satisfaction, we propose you to allow us a fortnight's delay, and in compensation we will draw on you a month after, say: October 30 th.

For the convenience of our accounts and to enable us to give the necessary orders to our foreman, please say whether you accept our proposition. Awaiting your reply, we remain

*Yours faithfully*  
*V. Sicherling & Son.*

348.

(321.)

**Blanchard & Levy**

DEPOT

*of Indian rubber articles*

**PARIS**

*by Express*

Brussels, July 26 th. 191...

*Messrs.*

*Laroche & Blackenberghen*

**BRUSSELS**

Dear Sirs: — We are surprised a great deal at our not receiving the post-parcel, which your letter of the 18 th inst. informed us you had sent off. Was there an oversight in the address committed by you, or in cause of some employé's carelessness is it still lying in your post office? We beg you to take steps and make applications, and inform us on this matter.

We remain your obed't servants

*Blanchard & Levy.*

349.

(322.)

REPLY

**Laroche & Blackenberghen**

**Manufacturers**

*of Caoutchouc*

*& Indian rubber Articles*

**BRUSSELS**

Brussels, July 26 th, 191...

*Messrs. Blanchard & Levy*

**PARIS**

Gentlemen: — Your express letter of yesterday to hand. We are at a loss to understand why you have not received our packet sent by parcel-post on the 18 th instant. Enclosed please to find the receipt for claiming it from your head post-office, because the packet has regularly left our town, as it appears from the relative registers. If your investigations at Paris are unsuccessful and we can lend you any further assistance here in Brussels, kindly let us know.

*Yours faithfully*

*Laroche & Blackenberghen.*

ENCLOSURE: *Receipt of the post-parcel.*

350.

(323.)

ENCLOSURE

Date:

Brussels

July 18 th, 19.

Contents:

Indian rubber

Articles

L. S

Administration of

OFFICE OF



the Belgian Post

BRUSSELS

**Receipt of the post-parcel N. 451, delivered by Messrs. LAROCHE & BLACKENBERGHEN, weighing five Kilos, having a declared value of 80 frs. addressed to Messrs. BLANCHARD & LEVY at Paris (France).**

Post-charges paid : Frs. 1.60

Renier  
Post-Officer.

d) Untaken delivery of goods; merchandise lying at the R.R. Depot; parcels refused or left for sender's account.

351.

(324.)

MICHAEL PINA & Co.

Alicant, April 12 th, 191...

Dry fruit Store

Chosen raisins & Plums  
made a speciality

Mr. G. Ringotti

ALICANT

MALAGA

Dear Sir: — As per advice we received yesterday from the Granadese Railway Co., the parcel marked *G. R. N. 407*, weighing 206 kilos gross, which we forwarded to your address per goods-train on the 25 th March last, is still lying at the Depot of your town «the consignee having taken no notice of the solicitations of the Railway Office to remove it». We trust you will take delivery of this parcel at once, as it was sent off to date and according to instructions contained in your letter of the 28 th February last.

Yours truly

Michael Pina & Co.



352.

(325.)

**BALDI & CONTI**

Milan, March 15 th, 191...

Manufacturers  
OF STRING & WIND  
musical instruments

*Mr. A. Pandiani*

**MILAN**

**BERGAMO**

Dear Sir: — The railway chief-office of our town informs us that the package we sent you by fast-train, to Bergamo Station Depot, has arrived there since the first instant, but consignee did not take delivery of it though informed of its arrival by the Goods-office master. This astonishes us very much, because, besides giving you notice of the expedition the very same day we sent it off, we forwarded you a duplicate of the invoice, begging you to balance it, and you turned a deaf ear, but you shall soon repent of it. We let you know that, as goods travel for buyers' account and risk, we trouble ourselves only about cashing our credit and will take legal steps if necessary.

*Yours truly  
Baldi & Conti.*

353.

(326.)

**Salamon & Campora**

Naples, September 17 th, 191...

Glove Manufacturers  
Fencers' Gantlets made  
a speciality

*Mr. B. Canzini*

**NAPLES**

**BARI**

Dear Sir: — With our great surprise the Post direction deliver us, with the annotation: "Refused by consignee — to be sent back to sender", the parcel we sent you containing the commission given us in your postal-card of the 10th inst. We make no re-criminations and we consider you responsible for expenses and damages; and as your acting is, by no means, correct, we are going to take legal steps against you.

We are, sir, yours truly

*Salamon & Campora.*

# c) Mistakes in the calculations; erroneous declarations; oversights in sendings. (1)

354.

(327.)

**MELINE & CHAMPY**

Brussels, March 12th 191...

Silk & Velvet Manufry  
Large assortment of  
Flanders-Laces

*Mr. V. Rigon***TURIN****BRUSSELS**

Dear Sir: — We are in possession of your favour of the 9th inst. We beg to apologize for our error in declaring the goods. We recognize that the nett weight of the 10 pieces N.º 1397 bis is 191 kilos and not 119, as, in cause of an oversight, we wrote on the bill of entry. It is apparent that the figures were reversed; your custom-house is very severe in reputing a fraud a mistake of the pen. Notwithstanding we credit you with 28 lire, amount of the fine inflicted upon you, as per invoice sent to us. As regards the pieces N. 1398-99, we declared them correctly what they really are, viz: « woollen and cotton mixed material ». We maintain such a declaration, as in any case we cannot admit that these goods should be otherwise considered. Let the Central Revision office at Rome give their judgement; they shall, doubtlessly, avow we are right.

We remain meanwhile,

*Yours very truly*  
*Meline & Champy.*

355.

(328.)

**GADDI & PRIMI**

Milan, June 15th. 191...

Toilet Soap Makers  
EXPORTATION

*Mr. L. Pangiani***MILAN****GENOA**

Dear Sir: — We hasten to answer your esteemed post-card of yesterday. We are very sorry for the mistake which took place in the execution of your order. We had so many commissions to despatch on that day, that our employé in his haste took to the R.R. Office a 80 pieces case instead of a 120 one. We send you at once per parcel-post a little box containing 40 soap-balls to complete the number invoiced, and apologize for this oversight. We remain, sir, your obedient servants.

*Gaddi & Primi.*

(1) See also Nos. from 233 to 251 & 299 to 302.

**f) Answers not given — Prolonged silence.**

356.

(329.)

**PHILIP GALDOS**

Lisbon, October 5 th, 191...

Salted meat  
and Alimentary Provisions

*Mr. William Wey*

Fish preserved  
in oil made a speciality

BAHIA

LISBON

Dear Sir: — I am very much surprised at your giving no answer to my two respects of the 6 th & 25 th August last, and in order to be certain the present letter is delivered into your own hands, I send it away registered with a receipt acknowledgment to be returned to me. I hope you will deign to let me know you are alive, and I dare believe you have not completely forgotten your faithful friend

*Philip Galdos.*

357.

(330.)

REPLY

**WILLIAM WEY**

Bahia, October 25 th 191...

REPRESENTATIVE  
of Portuguese

*Mr. Philip Galdos*

Alimentary Provisions Dealers

LISBON

BAHIA

Dear Sir: — I receive just now your letter of the 5 th inst., in which you make me a thousand reproaches for not having answered yours two you have written precedently to me. I pray you to suspend your judgment a moment, and to grant me the favor of hearing what was the cause of my silence. I confess it has been long but, be assured, it did, by no means, depend from indifference, but from what I am going to tell you. Since my last letter of July, I had not a single moment left to take a pen and to write a line. I could only think of my friends and I have suffered enough myself in not being able to carry on a correspondence with them in cause of the following mishap:

In the month of August, my partner N. Banos, manager of our branch-house at Uruguayana, died; I was consequently obliged to

remove there in order to settle all outstanding accounts. I was forced to spend in that town two months, leaving, in the interim, to the cares of my head-clerk the chief-office at Bahia with the particular charge to dispatch only these affairs which could not suffer delay lest causing damages.

You see then, there is a greater reason to pity me than to blame me, and my silence proceeds rather from constraint than from any fault of mine. I have eagerly seized this first favorable opportunity to take up our correspondence and tell you I am always your very affectionate friend

William Wey.

### g) Engagements not performed or promises not fulfilled.

358. (331.)

\* Registered ,

**Charles Schwarz**

Vienna, January 4 th, 191...

DEPOT

of Turkish clay & amber

*Large assortment*

of pipes and sigar-tips

*of every shape*

VIENNA

*Messrs.. V. Landy & Sons*

DUBLIN

Dear Sirs: — I am in receipt of your favor dated December the 31 st last. As it appears from the perusal of this letter, you have not sufficiently understood those which I previously sent you, and as I do not desire that your imperfect knowledge of the German language should be a pretext to keep yourself off from your engagement, what would certainly draw upon you serious consequences, I take the trouble to confirm in English what I have already written to you in German.

By your letters of the 30 th October and 4 th November last you gave me a commission, which I carefully carried out. The goods arrived in perfect condition, conformable to order, to time and place stated; your very letter of the 26 th

November acknowledges it. You owe me therefore the integral payment of my invoice.

I consider your letters of the 15<sup>th</sup> and 21<sup>st</sup> December as a mere jest, and to settle this matter, my draft on you at the end of the month, for 1720 Austr. Crowns, is issued and will be presented to you at maturity. Either you pay it or not, I do not care much for the moment, but bear it well in mind, if you do not, I will employ all the means laws place at my disposal to oblige you to do so.

Yours truly  
Charles Schwarz.

359.

(332.)

**L. Tafarul & Sons**

Barcelona, March 19<sup>th</sup>, 191...

Makers of bone-buttons

*Mr. A. Panzal*

of every size & description

**BARCELONA**

**Torreblanca**

Dear Sir: — We are in receipt of your letters of the 10<sup>th</sup> and 12<sup>th</sup> instant. We were disposed to send you our collection of samples when we received a protested bill of Mr. Nazar for non-payment.

After the informations you gave us, we hardly expected this. As we desire to do business only with true first rate houses, we prefer to abandon the exportation to Torreblanca, rather than to be always on the look out.

We should have liked to see you doing a good trade, but, although convinced that you have acted for the best in our interest, and that we have no reproach to make you, we beg you not to rely upon our collection, at least for the present season.

Accept, dear Sir, our best respects.

Yours truly  
**L. Tafarul & Sons.**

360.

(333.)

**P. VAN DER LAND**  
DEALER IN DRUGS AND OFFICINALS

Head office  
**AMSTERDAM**

Branch-Houses  
**Rotterdam - Brussels**  
**Antwerp**

Telephone N 1417



Code used • GALLES •

A/C with the  
• **NATIONAL BANK** •

Telegrams :  
« **Vanderland Amsterdam** »

P. O. B. N. 121.

Amsterdam, November 18th, 191...

*Mr. M. J. Korg*

**BRUSSELS**

Dear Sir: — Nine months have now elapsed since I delivered you, after your hasty request, N. 12 cases containing 120 bottles of refined cod liver oil to sell for the best in my interest. Since that time I heard nothing more, from you, about this business, and I am much surprised at it. I feel confident that, to avoid future troubles, you will inform me, by return of post, of the cause of your prolonged silence, giving me reason to hope that this transaction shall be settled in a satisfactory manner after so long a delay.

*Yours truly*  
**P. Van der Land.**

## § 16.

### BANKRUPTCIES

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- a)* Suspensions of payments.
- b)* Presentations of balances.
- c)* Announcement of a bankruptcy.
- d)* Declarations of claims.
- e)* Creditors' meetings.
- f)* Delegations of Proxies.
- g)* Extension of time of payment.
- h)* Amicable compositions with creditors.
- i)* Rehabilitations.





## § 16. — BANKRUPTCIES

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a) Suspensions of payments.

b) Presentations of balances.

361.

(334.)

**A. BLECK**

Marseilles, March 18 th, 191...

Corn & Rice Dealer

*Mr. N. Lizard*

**MARSEILLES**

**TOULON**

Dear Sir: — During these ten years I have been established in commerce, my protectors could be convinced I was worthy of the confidence they honored me with because, far from compromising their interest, I consciously met any engagements I had contracted with them. But these last two years, beside being involved in the failures of several customers of mine, other clients suspended temporarily their payments, so that I was forced to suffer a loss of 50 % for some of them, and to accept of others the condition to be balanced within twenty four or thirty six months.

To front my obligations I was bound to undergo such sacrifices that my loss in these last two years ascended to one hundred and fifty thousand francs. To fill up the measure, the proceeds from sales reached only half the normal amount of last seasons, and most goods are still in my warehouse unsold. I find myself now in the impossibility of facing payments, my capital being reduced to daily collections.

In this critical situation I thoroughly examined all the means I could still have a recourse to, and, decided not to contract any debt I might not surely pay in future, I resolved to lay

before my creditors the balance, a copy of which please to find enclosed, exhibiting my present situation and offering them 12/- in the pound payable in the space of one year in two equal parts, due every six months.

I feel confident that, considering well the peculiar circumstances in which I find myself, in spite of my best exertions, you will accept my proposal and inform me of it at the soonest possible. Trusting you shall not withdraw your confidence in my misfortune, I remain, sir, your very obed't servant

A. Bleck.

ENCLOSURE: A copy of the balance-sheet.

362.

(335.)

ENCLOSURE

A. BLECK

# BALANCE-SHEET of the INVENTORY

Corn & Rice Dealer

MARSEILLES

closed up to March 15th, 191...

Assets		Liabilities	
Goods on hand . . . . .	Frs. 100.000	Creditors . . . . .	Frs. 200.000
Cash . . . . .	» 1.000	Accepted bills . . . . .	150.000
Debtors for accounts . . . . .	» 106.000		Frs. 350.000
» (insecure. fr. 60.000 estimated 25%) . . . . .	» 15.000	Balance to assets	Frs. 98.000
Bills in hand . . . . .	» 10.000		
Office furniture and ware- house fittings (50000 frs.) valued. . . . .	» 20.000		
	Frs. 252.000		
Balance to liabilities	Frs. 98.000		
	Frs. 350.000		Frs. 252.000

## c) Participation of a Bankruptcy.

363.

**CHARLES CIRININI**

Siena, May the 1 st. 191...

Chartered Accountant  
**SIENA***Messrs. Manzarino Bros. & Co.***PISA**

Gentlemen: — I beg to inform you that the Civil and Criminal Court of this town, by their sentence dated April the 2 nd last, have declared Mr. ABRAHAM CANNONCINI a bankrupt, and have conferred on the undersigned the faculty to act as a provisional trustee of his estate.

Please to note that pursuant to the provisions contained in Art. 744 of the Commercial Code, the first Creditors' meeting will take place on the 13 th May inst. at two o'clock P. M. in the Civil Tribunal Hall to the purpose of appointing the Committee of supervision and of having the Creditors' opinions as to the choise of a definitive trustee.

Kindly note too that any claim for credit must be filed in the Chancellor's office within the 28 th inst., drawn up on a four francs sheet of stamped paper and containing the indications as per Art. 760 of our Code of Commerce.

The proceedings of the audit of accounts and approval of credits will be closed on the 12 th June at 2 o'clock P. M. in the Court building.

Always disposed to give you any further detail you may require, I remain yours truly

*Charles Cirinini.*

PROVISIONAL TRUSTEE

---

**Art. 760 Code of Commerce.** — The declaration of credit shall point out both the family and christian name, or the style of the firm, and the domicile of the creditor, the sum owed to him and the rights of privilege, of lien or mortgage, and the title from which the claim arises. It shall contain a clear and explicit affirmation of the claim being real and true, and it shall be signed by the creditor or by a person authorized by a special proxy to make such a declaration on behalf of the creditor,

## d) A declaration of a Claim.

364.



I the undersigned LEWIS PICCIONCELLI, son to the late Gabriel, acting (in force of a deed drawn up before Mr. Pasqualini, a public notary) as a general attorney of and for the firm Manzarino Bros. & Co., dealers in cement and hydraulic lime at Pisa, do hereby declare that the above mentioned firm supplied to Mr. A. Cannoncini during the months of January, February, March last, materials for the building of a cottage situated at "Isola Bella," in the province of Siena. The dates, quantities, qualities and amounts thereof are shown in the adjoined statement of account current drawn out from their books duly stamped and visaed, which points out that Messrs. MANZARINO Bros. & Co. are creditors for the sum of Lit. 18.759,10.

I affirm besides that Mr. Cannoncini was, on the 28th April last by a sentence of the Tribunal of Siena, declared a bankrupt, and that the aforesaid tribunal granted the creditors one month's delay for filing in the Chancellor's office the declarations of their claims drawn up according to the provisions contained in Art. 760 of the Commercial Code.

I declare moreover that in obedience to such a provision and in the name and for account of the firm I represent, I file to-day in said chancery the corresponding declaration, with vouchers thereto, duly stamped, feeling confident the Court will inscribe Messrs. Manzarino Bros. & Co. in the creditors' list for the sum of Lit. 18.759,10.

Trusting to see my petition taken into due consideration, I beg to present my particular regards

p. p. Manzarino Bros. & Co.  
(sgd.) Lewis Piccioncelli.

Pisa, May 18th, 191...

## e) Creditors' Meetings.

365.

(336.)

**W. BLANGHEST**

Vienna, May 12th, 191...

DEALER

in Sugar and Coffee

*Mr. V. Polak***VIENNA****LINZ** (Austria)

Dear Sir: — You were probably informed of the bad news regarding the bankruptcies of the most important firms of Roumania, but Mr. Mircesca's failure was the finishing stroke for my interests already somewhat compromised.

I struggled against adversity these six months, but all in vain. You may easily guess my regret and image my present situation in such bad a scrape which forces me to stop payment. Neither my conscience, nor the funds I dispose of, can permit me to continue any longer business, betraying my creditors' confidence and causing them, in spite of myself, a serious damage.

However we must not lose courage, but try to front this unlucky event, for I do not put me out of hopes to succeed in it if I meet with the generous indulgence and the friendly protection which I dare still ask of you. Should you be inclined to help me, as I do not doubt, kindly appoint a person of your whole trust, provided with a regular proxy, who is to be present, on the 31st instant, at my creditors' general meeting, assembled by chartered accountant Mr. Vrag, at his office N. 118, New Street. There I will submit to their examination the balance-sheet exhibiting my present situation, and I will give all those explanations which may be asked of me and follow blandly their decision, which will lead me to rehabilitation.

Meanwhile I remain, sir, your most obedient servant

*W. Blanghest.*

## f) Delegations of Proxies.

366.

(337.)

REPLY

V. POLAK

Linz, May 14 th, 191...

Sugar Refinery

*Mr. W. Blanghest*

LINZ

VIENNA

Dear Sir: — Your favor of the 12th instant to hand. The notice of your suspending payments caused me as much surprise as sorrow.

I must avow I was far from looking forward to such a sad mishap, because in our transactions I never met with anything giving me way to suspicion. Though my interests are damaged by this accident, the remembrance of our good relations, which united us during so many years with a mutual advantage, obliges me to participate to your misfortune and to do justice to the probity you have shown hitherto.

I send, therefore, to Mr. Lunger of your town, my proxy and the necessary instructions that he may declare in the first creditors' meeting, I authorize you fully to manage your assets and stay at the direction of your business for the benefit of all concerned. This to demonstrate to you I feel confident to see you soon get out of such a scrape, as I know you are active and perseverant.

I remain Sir, yours truly

V. Polak.

367.

(338.)

(DELEGATION)

V. POLAK

Linz, May 14 th, 191...

Sugar Refinery

*Mr. Thomas Lunger*

LINZ

VIENNA

Dear Sir: — Under the auspices of Mr. Barenghi I take the liberty to apply to you for a

ticklish affair. I received a letter announcing me the suspension of payments of Mr. Blanghest of your town. Creditors are called on the 31 st inst. at Mr. Vrag's (118, New Street) with the aim to decide whether an amiable arrangement may come about or matters have to take legal course. As I know the zeal and intelligence you used in a similar circumstance protecting the interest of our mutual friend Mr. Barenghi, I dare hand you herewith my proxy, begging you most earnestly to be present at said meeting in quality of my representative and to come to those decisions you may deem necessary after examining the balance-sheet and thoroughly considering Mr. Blanghest's moral behaviour.

Before all I must tell you that I am not in favour of delays and superfluous costs, nay I desire to grant Mr. Blanghest every possible facilitation to rehabilitate him, if, as I suppose, he is an honest debtor ill-treated by luck, but certainly I would not protect bad faith nor encourage treachery by a culpable indulgence, should not the case be as I expect. Awaiting your informations on this subject, I beg to apologize for the trouble I dare cause you.

Always disposed to your valued orders, I remain

*Yours truly*

*V. Polak.*

ENCLOSURE: A SPECIAL PROXY.

368.

(339.)

ENCLOSURE

## A SPECIAL PROXY



R. BARCIK

Notary Public  
LINZ3 CROWNS  
STAMP

I, the undersigned, V. POLAK merchant at *Linz* creditor of the firm of W. BLANGHEST, of *Vienna*, for the sum of 3725 Austrian Crowns, confer on Mr. Thomas Lunger, resident in the above mentioned city, the mandate of a special power in order that he may be present, on the 31<sup>st</sup> instant, at the creditors' meeting assembled at Mr. VRAG, the public accountant's and in this, and in any further assembly, he may come, in my name and for my account, to those decisions he may deem expedient to protect my interest.

Mr. Lunger is authorized to concede a delay; to permit the temporary continuance of Mr. Blanghest's business; to accept an amicable arrangement at the rate he may judge convenient; to deliver receipts, discharges and acquittances; and to do any and every thing he may consider reasonable and necessary to the collection of said my credit and I do promise, from this very day, to ratify and approve all that Mr. Lunger will do in my name.

(sgd.) V. Polak.

Read, confirmed and signed before me Notary public duly admitted and sworn, resident at *Linz*.

(sgd.) R. Barcik.

L. S.

Linz, May 14<sup>th</sup>, 191...

## g) Extension of time of payment.

369.

(340.)

BARALGHI &amp; VERRY

Messina, July 12<sup>th</sup>, 191...Coal Merchants  
& Ship-Owners

Messrs. E. Nicolay &amp; Co.

MESSINA

GENOA

Gentlemen: — You have assisted us in our undertakings for many years with so much friendliness that it pains us doubly to have to give you to-day the doubtless unexpected news of our insolvency.

A retinue of misfortunes, which we tried hitherto to face in spite of great sacrifices lest to dishonor our signatures, took us on a path which, unluckily too late we see, is leading to ruin. Under these



circumstances we think we may venture to count upon the sympathy of our friends, and hope you will not deny us yours, though we are painfully aware of the loss you must suffer through us.

You have it in your power, as principal creditors, to ameliorate our position considerably, if, convinced of the correctness of the enclosed balance-sheet, you consent to our proposal to pay you eight shillings in the pound, four at 6 months' and the other four at nine months' date. If our circumstances should again become prosperous, you are sufficiently acquainted with our character to believe that it is no empty form of speech ours, when we assure you that the possibility of being able later to indemnify you fully, will give us real pleasure.

Pray to answer us, if possible soon and favorably, and do not withdraw your friendship in our misfortune because we attach too much value to it. We remain, sirs, with much respect and sincere thanks

*Your humble servants*  
*Baralghi & Verry.*

370.

(341.)

REPLY

Genoa, July 18 th, 191...

**E. Nicolay & Co.**  
SHIP-BUILDERS  
GENOA

*Messrs. Baralghi & Verri*

MESSINA

Gentlemen: — The contents of your letter of the 12 th instant were not so unexpected as you imagined, as we knew of your loss in the insurance lawsuit before the English Court of Admiralty at London. It was, unluckily, a very bad speculation of yours that of taking legal steps. You should have come to terms or make a compromise through arbitrators, and not run the risk of an avoidable sentence for damages and costs. Nevertheless under present circumstances, having examined your balance-sheet, we will agree to your proposal to pay us forty per cent, or eight shillings in the pound, and only require you to be strictly exact in your payments. Under this condition only, we, as your principal creditors, will advise the other firms here, who have also lost through you, to accept your proposals. To render *parley's* gasier, please hasten the meeting of your creditors at Messina as much as possible, and when you have their consents inform us of it, as their example may induce others to be indulgent.

Once more we tell you to take care that the terms of payments be strictly kept, because we do not wish to have to bear reproaches from those whom we have advised to accept your conditions.

Awaiting your further particulars, we are, Gentlemen,

*Yours truly*  
*E. Nicolay & Co.*

371.

(342.)

ANSWER

**BARALGHI & VERRY**

Messina, July 18th, 191...

Coal Merchants  
& Ship-Owners*Messrs. E. Nicolay & Co.*

MESSINA

GENOA

Dear Sirs: — We cannot sufficiently express our gratitude for your much valued letter of the 15th inst., which brought us a true consolation and a positive assistance in our misfortune. Our circumstances bear here a more favorable aspect than we should ever hope. We have appointed a meeting of our creditors in this place on the 2nd August next, and have every reason to rely on the general acceptance of our offer of an amicable agreement settled up at 40 %.

We will inform you within short of the result, assuring you that you may with all certainty depend upon our keeping the terms of payment. Accept meanwhile the expression of our continued gratitude, and believe us to be your obedient servants

*Baralghi & Verry.*

372.

(343.)

**F. NANTRY**

Marseilles, August 8th, 191...

Flour Merchant  
Proprietor*Messrs. N. Nicolay & Co.*

of the Rose large Mills

MARSEILLES

LYONS

Gentlemen: — I can no longer defer disclosing to you the unfortunate position in which I have been placed by the losses I sustained through the failure of Mr. Bernet of Rouen. I had unhappily confided large sums to this gentleman, who, up to the last days, was considered by every one as perfectly solvent. This unexpected event deprived me all at once of the funds required to meet my liabilities and I have been obliged to sacrifice many a thing without any real benefit.

I will no longer attempt to struggle against these misfortunes, as nothing is left to me but to request of my creditors the consent to a prolongation of the bills they hold. In spite of so many losses, I still hope to be able to recover from them in time by pains-taking and privation; no effort, I assure you, shall be spared to effect it. Fully convinced that my creditors will not deprive me of this last chance of safety left to me, I decided on convoking them on Monday the 20<sup>th</sup> inst. at 10 o'clock *A. M.* at Mr. Courtois', an accountant of this town, when I will lay before them the statement of my concern. Should you not be able to attend in person, have the kindness to appoint an authorised representative.

Accept, meanwhile, my best respects.

*Yours very truly*  
*F. Nantry.*

373.

(344.)

REPLY

**L. COURBIER & Co.**

Lyons, August 10<sup>th</sup> 191.,

*Sail-Cloth makers*  
*Special factory*

*Mr. F. Nantry*

*for the confection of bags*  
*of every kind and size*

**MARSEILLES**

**LYONS**

Dear Sir: — Your's of the 8<sup>th</sup> inst. to hand. Although we are sensibly affected in our interests by the news contained in it, we comprehend perfectly the extent of your misfortune, not to attempt to alleviate it as much as it lies in our power. If your other creditors see things in the same light as we do, you shall not be deprived of the possibility of coming to an arrangement, which would lead to repair, by and by, the damage caused by the adverse strokes of fortune that have so cruelly tried you. We would not express ourselves in this manner, and should act quite differently, had not our intercourse proved you to be a man of probity and honor, who having met with unmerited misfortune still retains his claim to our esteem.

Our Mr. Vidret will be present at the meeting to be held on the 20<sup>th</sup> at Mr. Courtois, the accountant's, and shall do his best to induce other creditors to grant you the desired indulgence. We remain, yours truly

*L. Courbier & Co.*

## h) Amicable Composition.

374.

(345.)

The Swan Grand Hotel

Bern, July 18th 191..

**P. LONGMAN***Mr. A. Vinch.*

PROPRIETOR

**BERN****ZURICH**

Dear Sir: — Having been obliged to give in my schedule in cause of numerous and heavy losses derived mostly from the want of visitors, who, I felt confident, would have called at my hotel, I had the misfortune to be gazetted as a bankrupt, as you have probably read on the « *Trade News* » of the 15th instant. My creditors are therefore convoked on the 1st August next to decide upon. This sorrowful mishap destroys the profit of a twenty years' honored and laborious life, but, notwithstanding, what gives me more pain is the involuntary loss I cause to my friends. Please to send a proxy to a person of your confidence in order that he may be present at the creditors' meeting, and possibly promote the proposal of an amicable composition, which I hope to come to, or, at all event, not to make any objection to it, in the interest of all parties concerned.

Please to consider sincere the pain I feel in this situation and be good enough as to help me.

*Yours most faithfully**P. Longman*

375.

(346.)

**REPLY****A. VINCH**

Zürich, July 22nd, 191..

Manuf'ry of Glass, Crystal  
& China Ware*Mr. P. Longman***ZÜRICH****BERN**

Dear Sir: — The contents of your favor of the 18 instant caused me more sorrow than surprise. I gave my proxy to Mr. John Valley, a lawyer of your place and acquainted him with my wish to second steps leading to a compromise or to a temporary continuacion of your business for the general interest's sake

*Yours truly**A Vinch.**(For a proxy form, See N. 368).*

376.

(347.)

NOWELL &amp; CARELL

Liverpool, July 12th, 191...

Ship-Chandlers  
LIVERPOOL*Mr. George Owes*LONDON

Dear Sir: — We regret to inform you that we are no longer able to meet our engagements. We have placed our books in the hands of Messrs. Kindonan & Blay, accountants, and hope, in a few days, a statement of our affairs will be submitted to you, which, we are assured, will justify our anticipations that our creditors will not sustain a very serious loss. We estimate our liabilities to be under £. 6,500, and our assets to exceed £. 5,100

Soliciting your generous forbearance, we are, sir, your obedient servants

*Nowell & Carell.*376<sup>bis</sup>

(348.)

CONTINUATION

NOWELL &amp; CARELL

Liverpool, July 18th, 191...

Ship-Chandlers  
LIVERPOOL*Mr. George Owes*LONDON

Dear Sir: — We refer you to our respects of the 12th, and while confirming its contents we beg to add that we have the pleasure to submit to your perusal our balance-sheet. Our anticipations were not disappointed because our liabilities amount to £. 6,375 while our assets will probably reach the nett sum of £. 5,280.

We are therefore glad to be able to propose to you an amicable agreement, which we feel confident you will accept at once. We pledge to pay 16 shillings in the pound, as soon as all our creditors have completely consented, what we hope, will take place within short. Awaiting anxiously your approbation, and relying on the continuance of your esteem, we remain, sir, yours very faithfully

*Nowell & Carell.*

377.

(349.)

REPLY

**GEORGE OWES**

London, July 20th, 191...

Colors, Tar &amp; Pencils Store

Special Maker

of «The Excelsior»

Submarine Varnish

LONDON

*Messrs. Nowell & Carell***LIVERPOOL**

Dear Sirs: — Our personal acquaintance and the amicable business relations which unite us these many years, induce me to accept, without any discussion, your proposal. I desire that all your creditors follow my example, putting you thus, shortly, in condition to restore to your house its previous easiness, what I do not doubt you shall succeed in doing, for I know your activity in trade.

I beg to enclose herewith my adhesion, and awaiting the remittance of the amount of my part, as soon as a composition is concluded, I remain,

*Yours very truly*  
George Owes.

ENCLOSURE: AN ADHESION TO COMPOSITION.

378.

(350.)

ENCLOSURE

**AN ADHESION TO COMPOSITION**

**J. LONG**  
**NOTARY**  
London

Personally appeared before me J. LONG, Notary Public duly admitted and sworn resident at London, Mr. GEORGE OWES, a merchant known by me, and declares, by these presents, to accept the amicable composition proposed by Messrs. NOWELL & CARELL of Liverpool to their creditors, previous the payment of liabilities at the rate of 16 shillings in the pound, for cash. He further declares he will deliver a regular discharge of his credit amounting up to date to £. 50:10:9, as soon as he receives the proportional sum corresponding thereto, say £. 40:8:7.

*In witness whereof* he has set hereunto his hand.

(sgd.) George Owes.

Before me at London, this 20th day of July 191...

(L. B.)

(sgd.) J. Long, Notary Public.

3/—  
STAMP

i) An Announcement of Rehabilitation.  
379.

**GEORGE BINDERVILT**

Glove Factory of every Kind

ESTABLISHED IN 1916

Showrooms & Offices **BERLIN** N. 45 Bismark Street

*Workshops in TEGLE*

---

Berlin, June 15th, 191...

*Dear Sir,*

Owing to the commercial and financial crisis which grieved on all Europe last year, I was so unlucky as to be compelled to undergo the imperious laws of necessity, imposed upon me by circumstances, and to stop payments compounding with my creditors. My courage was however not lessened, I redoubled on the contrary my efforts and my activity, and being powerfully backed by some good friends of mine, who did not deprive me of their confidence, I am now happy to inform you that all my creditors having been fully paid up, the Court of Appeal of Berlin, justifying my loyal behaviour, have declared my rehabilitation by their decree dated June 12th instant.

I have the honour to enclose herein an authentic copy of the original Decree published in the "*Official Gazette for Judicial Notices*," and while I earnestly solicit your previous confidence, assuring you I will do my best to deserve it in a worthy manner, I remain yours most faithfully

*George Bindervilt.*

380.

(AN EXTRACT)

## GAZETTE OF JUDICIARY NOTICES

. N. 1404

Berlin, June 15<sup>th</sup>, 191..

Court of Appeal

SENTENCE OF



of Berlin

REHABILITATION

I the undersigned Charles von Beer, Knight of the Black Eagle Order, President of the Court of Appeal of Berlin:

*Whereas* Mr. GEORGE BINDERVILT, a bankrupt, formerly a glove manufacturer, resident at N. 45 Bismarck Str. Berlin, has filed in a petition for his rehabilitation;

*Whereas* he exhibits the receipts and all other vouchers justifying he has wholly paid up any sums he owed both as principal, interests and costs;

*Whereas* no objection has been made against said rehabilitation during the time the petition was in open show in the audience-hall;

*Whereas* the attorney general pronounced his favourable opinion thereto

## DO DECREE

that Mr. George Bindervilt's petition for rehabilitation is admitted and that from this day's date he shall be reintegrated in all his rights of a merchant, and

## DO ORDER

the President of the Tribunal to have the present decree published and duly inserted in the corresponding books.

Berlin, June the 12<sup>th</sup>, 191..

(sgd.) *Charles Von Beer*

PRESIDENT OF THE COURT OF APPEAL

L. S.

It is a true copy — (sgd.) *G. Wald* - NOTARY,



§ 17.  
AFFAIRS IN LITIGATION

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- a)* Sequels of bankruptcies.
- b)* Debtors in arrear

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381    390

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## § 17. — AFFAIRS IN LITIGATION

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### a) Sequels of bankruptcies.

381.

(351.)

**Carr, Brown & Co.**

Liverpool, *September 17 th, 191...*

COAL MERCHANTS  
**LIVERPOOL**

*Mr. S. Calamai, Accountant*

**GENOA**

Dear Sir: — On the 16th instant, the County Court Clerk of Savona, to whom we applied through the British Consul, advised us that you are instructed to watch the general interest in the bankruptcy of Emery Bellagamba. As we are creditors of said gentleman, we beg to ask of you some informations on this subject. First of all we are to acquaint you that on the 2nd February last, in due time than before liabilities were controlled, we presented our account current shutting up with £. 103:7:9 in our favor; and as it resulted correct it was duly admitted. We were further apprised that Mr. Bellagamba having obtained a certificate of discharge by a judgement of the Tribunal, given on the 28th April last, has agreed to pay 5 shillings in the pound two months after confirmation, and 3 sh. four months afterwards. Since that time we have been kept in the dark about the progress of this unlucky affair.

Please to inform us as to what you have done in this matter, and remit us any sums you may have received for our account. Awaiting the favour of your reply, we are, sir,

*Yours very faithfully*  
**Carr, Brown & Co.**

382.

(352.)

**Bernard Bros.**

Paris, July 18 th, 191...

Parfumery & Toilet Soap  
FACTORY

PARIS

*Mr. L. Pavia*, AccountantBOLOGNA

Dear Sir: — On the 2 nd of February last we duly received a first instalment in the bankruptcy of A. Bersaghi & Co. of Lire 579.25, you kindly remitted us, as their trustee, through a cheque, and we have not heard from you since. Are we to understand there will be no more instalments and what we cashed is all that may be gotten from this bad business? This would be not only strange, but we consider it quite impossible.

Write us particulars on this matter and believe us to be yours sincerely

*Bernard Bros.*

383.

(353.)

**STEIN & BREIT**

Stuttgart, November 12 th, 191...

Booksellers &amp; Publishers

STUTTGART

*Mr. A. Weingarten*BASEL

Dear Sir: — In your letter of the 10th October last you informed us that you would, in a few days, be able to keep your promise and pay an instalment of 30 % for cash in our credit, but we have not heard from you since. If you desire that we sign your certificate, and we spare you the dishonor of a bankruptcy, remit the sum to our solicitor Mr. Reinsteg, to whom we gave our instructions. Awaiting your favorable reply, we remain

*Yours truly*  
*Stein & Breit.*

384.

(354.)

**L. Regina & Sons**

Naples, January 3rd, 191..

Alimentary Pastes

Manufacturers

**NAPLES**

*Mr. Raphael Bono*

**ROME**

Dear Sir: — We confirm our respects of yesterday and we herewith authorize you to represent us at the creditors' meeting of the firm of F. A. Merlani, merchants at Civita-vecchia, who owe us the sum of 2715 lire as per enclosed statements duly copied from our books regularly kept.

We are prepared to accept 8 sh. in the pound, to be paid within one year, in two equal parts at six months' interval, with solvent guarantee. In the event of no agreement being arrived at, or should the affair result fraudulent, please to take immediate legal proceedings and do what you think best to protect our interests; to this effect we enclose the necessary proxy to lawsuits.

We have many pardons to ask of you for the trouble we dare give you, and remain

*Your very obed't servants*

*L. Regina & Son.*

ENCLOSURE: A PROXY.

385.

(355.)

ENCLOSURE



**Proxy to take Proceedings**

**P. CUSANI LL. D.  
NOTARY PUBLIC  
NAPLES**

Under the reign of H. M. Victor Emanuel III by the grace of God and the will of the Nation King of Italy. In the year one thousand

nine hundred and... this third day of January at Naples, in my office situated N. 12 St. Luke Str.

Personally appeared, before me P. CUSANI LL. D. Notary Public, duly admitted and inscribed in the notarial Council of Naples and there resident, and in the presence of Victor Carpi, son to Mr. Lewis, and Charles Gordo, son to

Mr. Paul, both residing at Naples, witnesses required, apt and capable, who subscribe with me these presents,

Mr. L. REGINA of the firm of L. REGINA & SON, a merchant born at Messina and resident at Naples, well known to me, who, by these presents,

Appoints Mr. Raphael Bono of Rome his general Proxy to take proceedings and bring suits, with faculty of representing his firm in any active or passive action, plea, or process, either entered or brought, or to be entered or brought against whomsoever, in the Justice of the peace, Civil and Criminal Justices, Court of Appeal or before any other Magistrates of the Kingdom.

Therefore he empowers him to have any document or deed drawn up, to take all those legal steps permitted and authorized by laws and regulations in force, including the faculty of agreeing or reconciling pleas and suits coming under the cognizance of the Justice of peace, appealing against judgments, appointing his domicile and other persons in his place. Mr. Regina promises to consider, all that his Proxy will do in his behalf, as regular and ratified.

And being requested I, the Notary undersigned, have received the present Deed, which, the gentleman above mentioned, in name of the Firm he represents, the witnesses and myself, have signed after having read the same in the presence of all persons appearing.

This document, partly printed and partly written by me, occupies two pages of this stamped paper, the present one included.



(sgd.) *L. Regina & Son*  
 „ *Charles Gordo*, (Witness)  
 „ *Victor Carpi*, (Witness)  
 „ *P. Cusani*, Notary.

It is a true copy of the original (sgd.) *P. Cusani*, Not.

## b) Debtors in arrear.

386.

(356.)

W. REINSTOETTER &amp; Co.

Berlin, October 16 th, 191...

MAKERS

of transmission-straps  
of every description*Mr. V. Bianchi*, SOLICITOR**BERLIN**VERONA

Dear Sir: — Yours of the 11 th to hand. Without touching the points we agree, we only beg to remind you of Mr. Bernardi's affair which we confided to you on the 4 th February last, and in respect of which we have, so far, not received one penny. If we do not mistake in the month of June we had a judgment in our favor. We must realize something from his estate or levy a seizure on his property: we rely upon your immediate action, to come to a prompt solution.

Meanwhile we are, sir,

*Yours very faithfully**W. Reinstoeller & Co.*

387.

(357.)

PEAK &amp; BORG

London, January 17 th, 191...

Biscuit Manuf' rers  
LONDON*Mr. William White*SAVONA

Dear Sir: — On Messrs. Granet Brown & Co's recommendation we apply to you, begging you to sue Mr. A. Nazari of your town for the recovery of £. 80:7:9, which sum is owed us by him, and is represented by the enclosed draft duly

accepted. but dishonored. He owes us beside £. 0.12.6 for interests and protest fees.

Subjoined is a Power of Attorney with name of proxy to be filled in, for, should you not be at leisure to dispatch this matter, you may have the option to choise a person of your confidence capable of going through it.

We would like you, however, to let it drop if Mr. Nazari is not solvent, as we wish to avoid any useless expenses. While we apologize for the trouble we dare cause you, we beg you to accept our best thanks and particular respects.

*Yours truly*  
*Peak & Borg.*

ENCLOSURE : 1 Proxy.

388.

(358.)

ENCLOSURE

### **A SPECIAL PROXY**



**A. Blackwell**  
Notary Public  
**LONDON**

11



We, the undersigned, PEAK & BORG, biscuit manufacturers resident at 712 St. James Str. LONDON, do by these present

Confer on Mr. .... resident at ..... our special proxy in order that he may, in our name, sue for the recovery of £. 80 : 7 : 9, which sum is owed us by Mr. A. NAZARI of SAVONA and is represented by a bill duly accepted in balance of goods sold, and delivered to him on the 24 th October last, besides £. 0 : 12 : 6 for costs

To this purpose our Proxy is empowered to give up a receipt, acquittance or discharge if payment takes place, if not to prosecute against said gentleman through superior Courts, or compound; to appoint



domicile and attorneys and revoke them in order to constitute others; to seize and free from seizure, and to do, in short, all that he judges proper and necessary for the recovery of said sum, the whole being ratified in advance by us.

(sgd.) *Peak & Borg.*

*Read, confirmed and signed* before me Notary Public duly admitted and sworn.

London, *January 16 th, 191...*

L. S.

(sgd.) *A. Blackwell-Notary.*

389.

(359.)

**Varni & Poggi**

*The Parmese Milk Farm  
and Cheese Dairy »*

**PARMA**



Registered

Parma, *September 18 th, 191...*

*Mr. A. Boni*

**VALENZA PO**

Dear Sir: — Our bill drawn on you for the sum of 850 lire to the order of Mr. Villa, fallen due on the 15th instant, and to meet which we sent you a part of funds, as per your receipt of the 12th inst., we hold in our hands, has been returned to us dishonored. This is a great breach of confidence on your part and you are to consider its gravity. We apprise you that: either you remit us, by return, the amount of the bill with expenses, or we shall place the matter in the hands of our solicitor.

*Yours obed'tly*

***Varni & Poggi.***

390.

(360.)

## BERNARD & CAILLOU

DEALERS IN WATER TIGHT FELT  
Metallic Sheets, Zinc & Copper Nails for Vessels' Sheathing  
BORDEAUX

---



Telegrams :

« BERLOU-BORDEAUX »

Code used :

« F. JONES III ED. »

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P. O. B. N. 150

Telephone N. 142.

A/C with the Russian Bank

Bordeaux, October 16 th, 191...

*Mr. V. Vanzon*

### TOULON

Dear Sir: — This is the third time we solicit you to pay us our invoice of March 16 th last, amounting to 1214 frs. but you continue to turn a deaf ear to our requests. This behaviour of yours is not merchantlike and deserves not only to be blamed, but requires our taking efficient measures to protect our interests. Be the present a regular notice to you that we ordered our solicitor, Mr. Biason of your town, to sue you before the judge. As we hope you will spare the costs of a suit and avoid to cut a bad figure, so that we advise you to pay to Mr. Biason aforesaid the principal and interests, settling thus matter without any bother. Our solicitor is provided with our proxy and he shall either deliver you a regular discharge, or sue you in case of non payment. We remain

*Yours truly*

*Bernard & Caillou.*

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## § 18.

### BANKING-BUSINESS

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- a)* Blank or open credits.
- b)* Exchanges.
- c)* Discount of bills.
- d)* Remittances of funds.
- e)* Banker's informations.
- f)* Address for the payment of a bill.
- g)* Collection of foreign bills.



## § 18. — BANKING - BUSINESS

### a) Blank or open credits.

391.

(361.)

V. Bellini & Co.

Modena, January 12th, 191...

Salt Provisions Manufacturers

Messrs. Bonati & Varni

**MODENA**

**BOLOGNA**

Gentlemen: — As the transactions we engage in, require at times the temporary disposal of large sums of money in your town, we are desirous of finding a banking house disposed to open us a blank credit of about 10.000 lire. Should such a proposal suit you, you can make enquiries concerning us of Messrs. Bardi & Lino of your town and of the industrial Bank of Modena, and if satisfactory, as we hope, please to inform us then of your conditions, which we expect to be such ones as to induce us to accept them. Awaiting your lines, we remain, Gentlemen, yours truly

V. Bellini & Co.

392.

(362.)

REPLY

BONATI & VARNI

Bologna, January 15th, 191...

**BANKERS  
BOLOGNA**

Messrs. V. Bellini & Co.

**MODENA**

Dear Sirs: — We duly received your favor of the 12th instant, and thank you, for the preference you have given to our house. We do not hesitate in entering into business relations with you and it will give us great pleasure to do what lies in our power to facilitate your operations.

In conformity with your wish we open you a credit of 10.000 lire on the following conditions:

- a) For all collections and payment-transactions in our city we will charge you only  $\frac{1}{2}$  per cent commission;
- b) Interest on both sides to be calculated at 5% per annum;
- c) We shall value on you, for our money advances, at 30 days after date of our payments;
- d) Accounts to be settled every six months;
- e) Postages, telegram and stamp costs will be charged to your debit;

If you agree to these conditions, kindly let us know it; in the meantime we remain, sirs,

*Yours very truly*  
*Bonati & Varni.*

393.

(363.)

**A. BELBO**

Asti, March the 20th 191..

Large Enologic Stores  
Depot

*Messrs. A. Grüber & Co.*

of the best Monferrato wines

**GENOA**

for Exportation

**ASTI**

Dear Sirs: — I had the honor to wait on you about six months ago with a circular relating to the establishment of my house

for the exportation of wines. My business having since that time taken an extension superior to my expectation, requires nowadays a considerable circulation of money, which surpasses very often the means I can dispose of. I desire therefore to find a banking firm disposed to give me an open credit for 20.000 lt. lire. I thought at once of you, and, should my proposal be acceptable to you, please let me know your conditions.

Messrs. A Tofani & Sons of your town, will give you all necessary informations respecting my standing.

Awaiting a few lines from you on this subject, I remain, sirs, yours truly

*A. Belbo.*

394.

(364.)

**REPLY****A. Grüber & Co.**

Genoa, March 22nd, 191..

**BANKERS***Mr. A. Belbo***GENOA****ASTI**

Dear Sir: — In reply to your favor of the 10th inst. we thank you very much for the preference you were good enough to reserve us, but owing to very particular reasons, any personal motive being however completely out of question, we are presently not disposed to treat upon the affair you propose us.

Looking forward to better occasions in future, we remain, sir, yours very faithfully

*A. Grüber & Co*

## b) Exchanges.

395.

(365.)

G. LAMMAERT &amp; Co.

Lyons, September 22 nd, 191 ..

Steam Engine Builders  
Wolf's System

Messrs. J. Pidal &amp; Co.

LYONS

MADRID

Dear Sirs: — Your favor of the 19 th inst. duly came to hand. We hasten to reply that, although we are anxious to please you, we regret we cannot possibly draw upon you, at the fixed rate of exchange. viz: 1 peseta and 10 cent. per franc. Our invoices bear the printed notice: « *Engines delivered free of costs at the Lyons R.R. Depot, payable in francs* (French gold currency), *at 3 months' date, discount 2 %* » and our price-list are established on this invariable principle. Consequently, to avoid any loss in reimbursement, we can only adopt, at your option, one of the following two ways of payment, that is: either we draw on you, at 3 months, in your money, at the day's rate of exchange, or you remit us, at maturity, a cheque at sight in French gold currency payable in Paris. Awaiting your instructions as to which you prefer, we are, sirs, your very obed't servants

G. Lammaert &amp; Co.

396.

(366.)

WEINER BROS.

Vienna, March the 1 st, 191...

Rotatory fly-presses

Mr. A. Bartoli

BUILDERS

VIENNA

TURIN

Dear Sir: — We are in receipt of your favor of the 26th February last to which we hasten to reply. We much regret to say that we cannot, by any means, draw upon you in Italian lire at the exchange of 110 <sup>1</sup>/<sub>2</sub>, because we should incur too great a loss in negotiating the draft, and we cannot meet it, our prices being calculated at the lowest rate.

The exchange of the day oscillates between 111/112 and we do not expect to obtain a better one for your interests. Should this quotation be too high, send us a cheque or a bill on Vienna

payable in Austrian currency. Our engines, invoiced in crowns, are payable in such a money; hand us a remittance, we prefer this way to settle accounts to any other. Always dedicated to your valued orders, we remain, sir, yours truly

Weiner Bros.

397.

(367.)

**B. MICHELI**

Genoa. October 29 th, 191...

STOCK - BROKER

*Mr. L. Varenghi*

**GENOA**

**CHIAVARI**

Dear Sir: — I have the advantage to write down, on the annexed slip, the daily course of exchanges as per official report just now published in our Stock-Hall: Looking forward to your appreciated commands, I remain, sir, yours faithfully

*B. Micheli.*

(ENCLOSURE)

**GENOESE STOCK EXCHANGE**

**EXCHANGES LIST**

Genoa, October 29 th. (P. M.) 191...



New York,	27 Oct.	Exchange of	London	\$ 4.80 1/4;	on Paris	5.21 1/4
Calcutta,	26 »	»	»	at 4 months	1.3	29/32
Valparaiso,	25 »	»	»	17	7/32	
Rio Janeiro,	25 »	»	»	10	31	
Bombay,	25 »	»	»	at 3 months	1.3	29/32

Exchange Oct. 29 th	Prices agreed on	Prices presumed	AGIO ON GOLD
France	100.90/87	—	BUENOS AYRES, Oct. 27 th.
Germany	120.85	—	Pesos:
London	25.55/57	—	233,80 paper for 100 pesos in gold
Austria	—	110.50	LISBON, Oct. 27 th.
Holland	—	220.—	Agio on gold 37 1/2.
Belgium	—	100.60	
Switzerland	—	100.50	
Spain	—	402.—	

(For other letters about Exchange business See N. 540-550)



## c) Discount of bills.

398

(368.)

BIANCHETTI &amp; Co.

Genoa, May 20 th, 191...

BANKERS  
GENOA

Messrs. L. Pandiani &amp; Sons

COMO

Dear Sirs: — Your valued favor of yesterday reached us; its contents being perfectly satisfactory, we beg to thank you for the bills received for discount. Here at foot we have the advantage to write down for you the memorandum of same, presenting the net proceeds, in your favor of 5223 lire and 30 cent. which sum we remit you through a cheque, enclosed herewith, on the Joint-Stock Bank of your town. As we have nothing further to add for the present, we remain with esteem, sirs, truly yours

B. Bianchetti &amp; Co.

**DISCOUNT NOTE**

of bills received from Messrs. Pandiani &amp; Sons of Como.

Genoa, May 20 th, 191...

Drawees	Towns	Maturity	Principals		
L. BERNARDI	Milan	July 15 th, 19...	Lit. 1062	—	
T. VICINI	Leghorn	August 15 th, »	» 1021	—	
V. LANZA	Genoa	August 1 st, »	» 3217	—	
			Lit. 5300	—	Lit. 5300 —
Average maturity August 1 st, 73 days at 6 %.			Lit. 63	80	
Bank-Commission $1\frac{1}{4}\%$ . . . . .			» 13	25	
Postage . . . . .			» 0	65	
			Lit. 77	70	77
E. & O. E. NET PROCEEDS					Lit. 5223 70
ENCLOSURE: 1 Cheque on the Joint-Stock Bank of Como amounting to . . . . .			Lit. 5223	30	per balance

(For Cheque Forms see Nos. 315 &amp; 400).

## d) Remittance of funds.

399.

(369.)

**W. Annency & Co.**

Geneva, July 18 th, 191...

STORE DEPOT

*Mr. R. Robertson*

Anticipation on goods

Geneva-Zürich

**LYONS**

Dear Sir: — By order and for account of our Zürich House we remit you here enclosed a transfer on the Bank of France, Lyons branch office, for Fr. 12.000. Kindly acknowledge receipt as soon as collected.

Yours faithfully  
W. Annency & Co.

400.

(370.)

ENCLOSURE

**CHEQUE**

Geneva, July 17 th, 191... Fr. 12.000.

*The Hon. Bank of France,  
Lyons branch office.*

*On presentation of this Cheque  
please to pay the sum of Twelve  
thousand francs to the order of  
Messrs. W. ANNENCY & Co.*

pro Agricultural Bank of Geneva

(sgd.) Weiss

Schwarz

CASHIER.

MANAGER.

Pay to Mr. R. ROBERTSON  
or his order.  
Geneva, July 18 th, 191...  
W. Annency & Co.



401.

(371.)

P. PENZIG

Trieste, January 18 th, 191...

BRASILIAN COFFEE

*Mr. M. Vallardi*

Importer

**TRIESTE****MILAN**

Dear Sir: — I hasten to acknowledge receipt of your letter of the 16 th instant, enclosing two remittances at sight:

One for 1218 Austr. Crowns on L. Ving of this town  
The other for 1472 \* \* \* N. Black of Görtz

Total 2690 Austrian Crowns, which at the daily rate

of exchange of 111.30, balance my invoices of the 12th & 18th December last, exclusive of a small difference of Lit. 9.50 on which I am disposed to pass over as I hope exchange will advance to-morrow. I shall look after the collection of said drafts and will credit you with, per balance of all accounts up to date. Trusting shortly to receive some fresh orders, I thank you for your punctuality in reimbursing me, and I remain, sir, yours truly

*P. Penzig.*

402.

(372.)

**B. MARIN & Co.**

Lyons, August 18th, 191...

*Manufacturers*

of Lamps of every description

& patented "Excelsior," burners

**LYONS**



*Mr. L. Viozzini*

**TURIN**

Dear Sir: — In reply to your favor of the 15th instant. We beg to inform you that we make it a rule in our house to transact business with all our friends exclusively for cash, and to ask of all new customers an opening of credit, for the whole amount of orders, with an approved bank of Paris. You may choose another way, if you prefer, as for instance instructing us to send you the articles you want, by rail or parcel-post against reimbursement, or remitting us a post office order or a check for the total amount of invoice, which we will send you four days previously the forwarding of lamps. We are of opinion, however, that, for a mutual guarantee, the best way would be to send you the goods with documents attached. Messrs. Bina & Cagni, our bankers at Turin, shall do what is further necessary.

As to the new burner « Excelsior » we have no difficulty in sending you by parcel-post a complete sample, which will allow you to judge of its superiority and peculiar advantages on other burners used until the present day and, if we can agree, we are disposed to reserve the sole sale to you.

Awaiting your reply, we are, sir, your obed't servants

*B. Marin & Co.*

403.

(373.)

Peak, Freen &amp; Co.

London, June 1st, 191...

BISCUIT MANUF'RY  
LONDON*Messrs. Cancia Bros., Bankers*Gold medals awarded  
at last exhibition  
—•—TURIN

Dear Sirs: — Your favor of May 28th last to hand with a remittance of £. 80:12:6 at sight on the Bank of England, London office, for account of Messrs. L. Masini & Son of Asti. We carry the amount due on the 1st instant to their credit, and advise them in conformity. We remain, with best regards,

*Yours very faithfully*  
Peak, Freen & Co.

404.

(374.)

ANNEXED

Peak, Freen &amp; Co.

London, June 1st, 191...

BISCUIT MANUF'RY  
LONDON*Messrs L. Masini & Sons*Gold medals awarded  
at last exhibition  
—•—ASTI

Dear Sirs: — We beg to inform you that Messrs Cancia Bros., Bankers at Turin, have remitted us for your account, on the 28th May last £. 80:12:6 at sight on the Bank of England, London office. We placed the amount due on the 1st instant to your credit and always devoted to your valued orders, we remain,

*Yours truly*  
Peak, Freen & Co.

*For other letters concerning Remittances and Banking-business please see the next sections: \* Bills of Exchange, page 319 and \* Letters of credit, page 359.*

e) Banker's informations.

405.

(XXXII.)

**MARI & MONTI**

Genoa, July 17 th, 191...

Importers  
of Textile Materials

*Mr Charles Levi* - Banker

**GENOA**

**MILAN**

Dear Sir: — We received your yesterday's favour which requires no special reply. Please to find enclosed an information blank, which we reccomend you to fill up with great care and to send it back to us with the shortest delay. Any informations you may give us will, of course, be treated by us as strictly confidential and without your personal responsability in the matter.

While we beg to apologize for the trouble we are giving you, we thank you in advance, and remain respectfully yours

*Mari & Monti.*

406.

(XXXIII.)

**CHARLES LEVI**

Milan, July 20 th, 191...

BANKER  
**MILAN**

*Messrs. Mari & Monti*

**GENOA**

Gentlemen: — Your favor of the 17 th inst. came duly to hand. Please to read in the enclosed form, I return you properly filled up, the informations you asked of me, of which you shall make the most discreet use and without any responsability on my part.

While I beg you to give me credit of L. 1.30 for petties and postage, I remain most sincerely yours

Charles Levi.

407.

(XXXIV.)

ENCLOSURE

## INFORMATIONS SLIP

Name: BARANI LEWIS

Town: MONZA

Domicile: N. 1, *Umbert I Str.*

Trade: LINEN MAKER

**Biographical Hints:** — *He is a self-made man. From a workman he was, through his skill and perseverance he succeeded in establishing and managing an important factory. He is loved by his staff and much esteemed by merchants.*

**Moral behaviour:** — *Excellent in every respects.*

**Economical means:** — *He possesses sufficient capitals. He has presently Frs. 25.000 deposited in a/c with the "Monza Bank",*

**Total credit:** — *One hundred thousand francs.*

**Sum one can trust him:** — *Five thousand francs.*

**Date:** — *July 20<sup>th</sup> 191...*

## f) Address for the payment of a bill.

408.

(XXXV.)

**BOVI & LUPI**

Spezzia, November 17 th, 191...

Corn Merchants

*Messrs. Gallo & Merlo-Bankers***SPEZZIA****GENOA**

Dear Sirs: — The purport of this letter is merely to ask you on what terms you should be disposed to allow us to make our bills payable at your bank. It would be the question of an yearly amount of two hundred and fifty thousand francs, and each bill, in general, shall be drawn for a high sum, so that you should have to pay very seldom drafts on us below two thousand lire. It is understood that we shall send in the necessary funds the day before the maturity of each bill. We await your kind reply and remain yours very truly

*Bovi & Lupi.*

409.

(XXXVI.)

REPLY

**GALLO & MERLO**

Genoa, November the 19 th. 191...

**BANKERS***Messrs. Bovi & Lupi***GENOA****SPEZZIA**

Gentlemen: — In reply to your favour of the 17th inst. we are glad to answer you that we willingly authorize you to address to our bank, for payment, the bills drawn on you, previous remittance of funds to provide for them. The total amount being, as you state, of about two hundred and fifty thousand francs a year, we shall charge you a commission of  $\frac{1}{4} \frac{00}{100}$  besides the reimbursement of registered postage to send you the bills paid up. We feel confident these equitable terms shall be of your convenience so that we hope to receive soon your orders. Meanwhile we are, sirs, your obed't servants

*Gallo & Merlo.*

## g) Collection of foreign bills.

410.

(XXXVII.)

per s/s "Humbert".

**E. MORENO**

Oneglia, March 26 st, 191...

**OIL EXPORTER**  
**ONEGLIA***Messrs. Negro Bros. - Bankers***BUENOS AYRES**

Gentlemen: — As Messrs. Ramela & Co. of your town have favoured me with your address, I write you these few lines principally to ask you what percentage you should be disposed to charge me for the collection of sight bills with documents attached, drawn on my friends in the Argentine Republic. I would be glad to know also which clause is to be inserted on them to avoid any probable loss in the rate of exchange. While I thank you in advance for your kind communication I beg to remain yours most sincerely

*E. Moreno.*

411.

(XXXVIII.)

**REPLY****NEGRO BROS.**

Buenos Ayres, April 20 th, 191...

**BANKERS****Buenos Ayres****[Establ. in 1910]***Mr. E. Moreno***ONEGLIA**

Dear Sir: — In reply to your favour of the 26 th March last, we have the honour to inform you that for the collection in the Argentine Republic of your drafts at sight, with document attached, we are to charge you  $\frac{1}{2}\%$  commission, — minimum 50 centavos n/c. for each bill. As to the clause you allude to, we warn you that the law of this country grants the drawee of a bill, to be paid in European currency, say in gold, to take it up on the basis of the so styled official course of exchange, which generally differs rather much from the market one. To avoid any loss that might arise on account of such provision, you must insert on all your drafts the clause *« Payable at the rate of exchange current with the Italian and River Plate Bank for sight Bills »*.

Trusting your next favour shall take us your orders for collection we remain yours faithfully

*Negro Bros.*



## § 19.

### BILLS OF EXCHANGE

#### (Drafts

#### Notes of hand - Promissory Notes)

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- a) Authorization to draw asked for — it is granted — it is refused — other dispositions are given.
- b) Drafts issued; Notes of hand delivered — Accounts debited or credited with amount of same.
- c) Forwarding of a bill for acceptance:  
Bill being accepted it is sent back to drawer;  
Refusal to accept it;  
Conditional acceptance.
- d) Bills presented to banking-houses for their discount.
- e) Irregular Bills — A First of Exchange mislead or lost.
- f) Renewals of bills falling due.
  - I. Drawer takes up the bill at drawee's request.
  - II. Drawer provides for the payment at maturity.
  - III. Renewal refused by drawer.
- g) Expiration — Address in case of need — Transmission of a bill for collection — Remittance of amount cashed.
- h) Refusal of payment or dishonor — Protest for non-payment — Account of redraft and charges — Redraft.
- i) Warning given of legal steps about being taken.



## § 19. — BILLS OF EXCHANGE

### DRAFTS - NOTES OF HAND - PROMISSORY NOTES

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a) Authorization to draw asked for;  
it is allowed - it is refused - other dispositions  
are given.

412.

(375.)

**Joseph Da Fonsesa**

Oporto, June 30th, 191...

*Wine Exporter*

*Mr. P. Silva Monteiro*

**— OPORTO —**

**LISBON**

Dear Sir: — As I have to meet some important liabilities on the first days of August next, I ask leave, in order to provide myself in due time with the necessary funds, to draw on you at the end of July, for Rs. 500 : 700. amount of my invoice of May 1 st, the payment of which was precisely agreed upon at three months' date. Awaiting your approbation, I beg you to accept my best regards.

*Joseph De Fonseca.*

413.

(376.)

**REPLY**

**P. SILVA MONTEIRO**

Lisbon, July 3rd, 191...

*SHIP - CHANDLER*

**Purveyor to the Navy**

*Mr. Joseph Da Fonseca*

**LISBON**

**OPORTO**

Dear Sir: — — In reply to your letter of June 30 th last, informing me that you are about drawing upon me for the sum of Rs. 500 : 700, at the end of present month, I beg you to make two drafts instead of one, say: one for Rs. 200 : 750 falling due on the 15th August, and the other for Rs. 300 : 000 payable at the end of September next, as it is impossible for me to accept any engagement before that time. I trust you will not refuse me this favour, and, to this effect, kindly communicate me your decision, so that I may take note of the dates when the bills fall due and prepare a good welcome to your signature. Meanwhile I beg you to accept my best thanks and believe me ever

*Yours faithfully*  
*P. Silva Monteiro.*

414.

(377.)

**Meunier & Lafay**

Parfumery Manuf'ers

**NICE**

Nice, October 8th, 191...

*Mr. Bernard Tarico***MALAGA**

Dear Sir: — In accordance with the use practised by our firm to value on our friends for the reimbursement of their accounts in arrear, we ask of you the permission to draw on you at eight days' sight for the amount of our invoice of September 1st last of 475 pesetas.

We are convinced you will excuse us if we dare trouble you for so small a sum, when you consider we can't derogate from a rule introduced since many years with us. Therefore, exclusive of a contrary disposition, we shall put, on Monday, the draft in circulation. Awaiting your kind answer, we remain your obedient servants

*Meunier & Lafay.*

415.

(378.)

ANSWER

Bernard Tarico

Malaga, October 12th, 191...

Parfumer

*Messrs. Meunier & Lafay*

Parveyor to the Royal Family

**MALAGA****NICE**

Dear Sirs: — In reply to your favor of the 8th instant, I beg you to excuse me of the involuntary delay owed to a mere forgetfulness. Kindly suspend drawing on me because within a few days I shall have the opportunity of sending you a cheque on Paris and, probably, of giving you an order for 80 small bottles of "Nician Violet scented water."

*Yours very truly**Bernard Tarico.*

416.

(379.)

REPLY

**Meunier & Lafay**

Nice, October 16th, 191...

Parfumery Manufacturers

*Mr. Bernard Tarico*

**NICE**

**MALAGA**

Dear Sir: — In accordance with your letter of the 12th instant we beg to apprise you that we cancel the draft for 475 ptas. advised due at 8 days' sight, under your approval, and we hope to receive shortly your remittance in francs on Paris. We shall be glad to be favored at the same time with an order of yours, which will meet our best attention.

*Yours truly*  
*Meunier & Lafay.*

b) Drafts issued; Notes of hand delivered.

**Accounts debited**

**or credited with amount of same.**

417.

(380.)

**Anthony Ancorani**

Verona, March 15th, 191...

**TANNER**

*Messrs. Galli & Tarico*

**VERONA**

**MILAN**

Gentlemen: — I confirm my respects of yesterday, and I have the honor to inform you now that I have valued on you this day for:

It. Lire 1200 order Malatesta & Conti at 1 month's date

\* \* 1800 \* Lewis Verdoni at 2 months' date

Total Lit 3000 for which I have credited you.

Please to take good notice of it in order to prepare due honor to my drafts.

I remain your obed't servant

418.

(381.)

REPLY

GALLI &amp; OMODEI

Milan, March 17 th, 191...

Hats &amp; Shoes Manufacturers

Mr. A. Ancorani

Exportation

MILAN

VERONA

Dear Sir: — We have just received your favour of the 15 th inst., with advice of your drafts on us of

1200 Lire, order of Malatesta & Conti due on April 15 th next

1800 » » » Lewis Verdoni » » May 15 th »

Tot. 3000 Lire wherewith we charge your a/c.

Be sure we will prepare the best honor to these drafts on presentation, and meanwhile admit, sir, our best respects.

Galli & Omodei.

419.

(382.)

Pacheco &amp; Bollo

Barcelona, November 20 th, 191...

Hite lead &amp; Colour Makers

Messrs. Prendal &amp; Richol

BARCELONA

MADRID

Dear Sirs: — We beg to inform you that we have drawn on you to-day for

Ptas. 2718 to the order of Messrs. Bonard & Co. of Cadiz at 2 months' date; &

„ 1812 to the order of Messrs. Canada & Pira of Saragossa at 1 month's date.

We credit your a/c. with said sums and beg you to prepare to our bills a favorable reception, honoring our signatures as it is customary with you. Always dedicated to your orders, please to accept our best respects.

Yours truly

Pacheco & Bollo.

420.

(383.)

REPLY

PRENDAL & RICHOL

Madrid, November 25 th, 191...

Architects & Contractors

*Messrs. Pacheco & Bollo*

MADRID

BARCELONA



Dear Sirs: — The two drafts, of which you speak in your letter of the 20 th instant, having been presented to us for their acceptances we duly provided them with our signatures and have debited your account with:

Ptas. 2718 o/ Bonard & Co. of Cadiz due on January 20 th and

„ 1812 o/ Canada & Pira of Saragossa payable on the 20 th December next.

Total 4530 ptas. balancing your credit with us up to date.

While we trust to be able to give you fresh orders of some importance within short, we remain

*Yours faithfully*

*Prendal & Richol.*

**Bills sent for acceptance — Assent or Refusal to accept them — Protest for non-acceptance — Conditional acceptance.**

421.

(384.)

W. KLING & SONS

Stuttgart, April 2 nd, 191...

Blankets Manufacturers

*Registered*

*Mr. A. Richini*

SPECIALITY

for the Army & Navy

STUTT GART

VERONA

Dear Sir: — We take the liberty of sending you enclosed a draft for 2500 lire upon the firm L. Bolivari & Co. of your town payable on the 30 th inst., which we beg you to present for acceptance charging us with costs. Kindly send it us back at your earliest convenience and excuse the trouble we dare give you.

*Yours very faithfully*

*W. Kling & Sons.*

422. (385.)

« Registered »

REPLY

**A. RICHINI**

Verona, April 5th, 191...

Commission Agent

*Messrs. W. Kling & Sons*

Representative of German

TRADE HOUSES

STUTTGARTVERONA

Gentlemen: — I have the honor of enclosing herein, for my discharge, the first of exchange duly accepted for 2500 lire upon the firm A. Bolivari & Co. of our market, which you commissioned me to present them. I beg to debit you with Lire 4.40, for postage and stamp costs, and always dedicated to your orders, I remain

*Yours truly*  
**A. Richini.**

423.

(386.)

**A. Blanco & Sons**

Cadiz, September 15th, 191...

CAST-IRON &amp; BRONZE

*Messrs. Paul Núñez & Co.*

Founders

CADIZBARCELONA

Gentlemen: — We write this to ask you a favor. We enclose herein the bill N. 1714, on Mr. Lewis Mendez of your town, for 3650 plas, due on the 15th October next, which we shall be glad if you have it presented for its acceptance.

Kindly return it to us afterwards in a registered letter and to this purpose we subjoin 50 centimes in stamps for post charges. Should the drawee refuse to sign it, what we trust will not happen, please to have it protested for non-acceptance, letting us know the amount of ex-



penses, and we will immediately forward the sum to cover the same.

Apologizing for troubling you, and thanking you beforehand, we are, gentlemen, yours truly  
A. Blanco & Sons.

424.

(387.)

REPLY

**Paul Nuñez & Co.**

Barcelona, September 18th, 191...

*Agents & Representatives*

*Messrs. A. Blanco & Sons*

**BARCELONA**

**CADIZ**



Dear Sirs: — Your favour of the 15th inst. duly came to hand enclosing Draft N.<sup>o</sup> 1714 for 3750 ptas. due on the 15th October next on Mr. Lewis Mendez of this town, which you asked us to present to the drawee for its acceptance.

We are very sorry to be obliged to inform you that he refused resolutely to sign it, adducing trifling motives. We beg to enclose the protest we had drawn up, and at foot we write down the note of expenses we incurred. Trusting that an opportunity will soon present itself to be of a better service to you, we are, gentlemen, yours faithfully

*Paul Nunez & Co.*

### Note of Expenses

To the Notary for Protest of above	
mentioned Draft. . . . .	Ptas 10.—
Postage extra . . . . .	„ 0.40
	<hr/>
To our credit	Ptas 10.40

(ENCLOSURE: 1 Protest).

Joseph Molina L.L.D.

NOTARY PUBLIC  
**Barcelona**



3 PTAS  
STAMP

# A Protest for non-acceptance of a Bill

On this day, the eighteenth of September one thousand nine hundred and..... in BARCELONA — at the request of Messrs. *Paul Nuñez & Co.*, holders of the bill hereafter copied, representing the drawers.

*W*

**A. Blanco & Sons**

Cast-iron & Bronze

Founders

CADIZ



N. 1714

Cádiz, September 10th, 191...

*For Ptas 3.750.*

*On the fifteenth October next please to pay by this first of exchange to the order of ourselves, Three thousand seven hundred and fifty pesetas value received in goods.*

Mr. L. MENDEZ.

39, Exchange Str.

*A. Blanco & Sons.*

**Barcelona.**

I, JOSEPH MOLINA LL. D. of the city of Barcelona, Notary Public by lawful authority duly admitted and sworn, inscribed in the Notarial Council of this district, called on Mr. L. MENDEZ in his office situated at N. 49, Exchange Str., where I met a gentleman who told me he was Mr. L. MENDEZ, in person and I did exhibit the original bill here above copied and demanding acceptance thereof or motive of refusal, I was answered by him that *« he refused acceptance because the cast-iron ware, furnished by drawers, was full of pores and roughly wrought, and besides it arrived with a remarkable delay, so that he pretends a discount of 10% or a longer respite for payment »*.

Therefore I, the said Notary, do protest for all damages, charges, interests, and for anything else to be protested, against those whom it may concern, and I have drawn up this instrument, which I sign after reading, delivering it to the requesters.

L. S

(sgd.) *Joseph Molina, Not. Pub.*

**426.**

**Cavagnac & Bloch**

MANUFACTURERS  
of hand & machine-made paper

**MARSEILLES**

(389.)

Marseilles, December 12th, 191...

*Messrs. Gard & Bert*

**LYONS**

Dear Sirs: — We take the liberty of sending you enclosed a first of exchange for 2715 frs., on Mr. V. Prince of your town, endorsed to us by Mr. Moreau, drawer, which we request you to get accepted "without protest," and to convey to us by return of post. We beg you, sirs, to excuse the trouble we hereby give you, and, on the first occasion, to command freely our services.

We remain

*Your obedient servants*  
*Cavagnac & Bloch.*

**427.**

**GARD & BERT**

LITHOGRAPHERS  
**LYONS**



(390.)

**REPLY**

Lyons, December 14th, 191...

*Messrs. Cavagnac & Bloch*

**MARSEILLES**

Dear Sirs: — Conformably to your favor of the 12th instant we herewith have the advantage of returning you, for the credit of our account, the draft of L. 2715 on Mr. Prince of our town. He accepted it for L. 2700 only, as he owes the drawer but said sum, as per vouchers exhibited to us, a copy of which please to find herewith. We feel confident you shall approve our having admitted a conditional acceptance because, without protesting the bill, we could not help doing so. We are much pleased to have been of some service to you, and remain

*Yours truly*  
*Gard & Bert.*

b) Bills presented to banking-houses for  
their discount.

428.

(391.)

**JOSEPH DIAZ**Buenos Aires, *January 21 st, 191...*

Importer  
of Italian Produce

*The Director of the Bank of Italy***BUENOS AIRES****PRESENT**

Dear Sir: — I am so free as  
to hand you herewith N.º 4 Drafts for the total  
amount of \$ 12.800, as per subjoined note, beg-  
ging you to admit their discounting in the Bank's  
office under the ordinary rate of 6 %. As bills  
bear two solvable signatures, I rely on your  
kind assent and I remain truly yours

*Joseph Diaz, a/c Depositor.*

1729 Liberty Str.

429.

(392.)

**ANNEXED****(DISCOUNT - NOTE)****BANK OF ITALY IN BUENOS AIRES**

**INVOICE** of bills presented to-day by Mr. Joseph Diaz to  
the BANK for their discounting at the current rate of 6 %.

Drawees	Principals		Maturity		Days	Products
John Gonzales	\$ 5.000	—	May	31 st	120	645.000
Dionysius Argerich	» 3.000	—	June	5 th	134	509.000
Dominick Gannez	» 2.500	—	July	1 st	160	400.000
Joseph T. Sosa	» 1.500	—	July	15 th	174	261.000
	\$ 12.800	—	Interest 6%			1.815.000
	» 288	39				
NET.	\$ 12.501	61				

Buenos Aires, *January 21 st, 191...**Joseph Diaz a/c Depositor.*

# c) Irregular Bills — A First of Exchange mislead or lost

430.

(393.)

**JOHN OCHOA**

Barcelona, February 10th 191...

DEALER

n lubricating Mineral Oil

**BARCELONA***Messrs. Amador & Rojas***CADIZ**

Dear Sirs: — I have yours of the 8th and I remark that owing to an oversight, you forgot to endorse the subjoined draft for 1217 plas, on Mr. Gancha.

I send it back to you in order that you may accomplish with this formality. Without further, I beg to remain

*Yours truly*  
*John Ochoa.*

431.

(394.)

REPLY

**Amador & Rojas**

Cadiz, February 10th, 191...

ENGINEERS

*Mr. John Ochoa*

&amp; SHIP-BUILDERS

**CADIZ****BARCELONA**

Dear Sir: — Your favor [of the 10th inst. to hand enclosing draft for 1217 ptas. on Mr. L. Gancha, which you sent back to us for want of endorsement. We hand it over herewith to you duly put right and beg you to excuse us for the involuntary forgetfulness.

*Yours very faithfully*  
*Amador & Rojas.*

432.

(395.)

**BLICH & WARD**Trieste, January 17<sup>th</sup>, 191...**TANNERS  
TRIESTE***Mr. A. Varaldi***UDINE**

Dear Sir: — Enclosed we return you the bill for Lit. 940, due on the 15<sup>th</sup> April next, received with your letter of the day before yesterday, because it is insufficiently stamped.

It bears a 900 lire revenue stamp in lieu of a 1000 lire one as prescribed. Kindly rectify and return it at once obliging.

*Yours faithfully  
Blich & Ward.*

433.

(396.)

**BLANCHARD & NORIOT**Bordeaux, April 10<sup>th</sup>, 191...**Pianos & Armoniums***Messrs. Normand Bros.***MANUFACTURERS  
BORDEAUX****LYONS**

Dear Sirs: — The first of exchange for 1750 frs., drawn by you on Mr. L. Nevers of Nantes to our order, due on the 15<sup>th</sup> inst. having been lost by the carelessness of a clerk of ours, we beg you to send us the second by return of post. We have immediately informed the drawee of this accident, and instructed him to pay only on presentation of the second duly endorsed to our banker at Nantes, Mr. Bonhom. While we beg you to excuse us for the trouble we cause you, we present you our best regards

*Yours truly  
Blanchard & Noriot.*

## f) Renewals of bills falling due.

## I. DRAWER TAKES UP THE BILL AT DRAWEE'S REQUEST.

434.

(397.)

**G. BONOVICH**

Udine, August 5th, 191...

House-builder &amp; Contractor

*Mr. V. Basevi***UDINE****PADUA**

Dear Sir: — I regret to be forced to ask a special favor of you, which the present circumstances require. Since several months business is quite dull, and our market is going through a commercial crisis of which every one suffers the damage. To complete the misfortune several customers of mine delayed their payments to a more or less remote epoch. This for having you convinced that in spite of my good will, I cannot pay your draft of 1918 lire which falls due at the end of this month. Such anormal a situation is harder for me than for you, because I considered always as a capital thing to meet my engagements, but in these difficult moments it is indeed impossible to conquer obstacles. I trust, therefore you will be so good as to grant me the renewal of your draft over three months adding to the principal, of course, the relative interest. I promise you shall have no motive to complain of having helped me out of this very bad situation, in which nowadays, any honest merchant may find himself. Hoping you will do me such a favor, I thank you beforehand and awaiting your kind answer, I remain your obed't servant

*G. Bonovich.*

435.

(398.)

REPLY

V. BASEVI

Padua, August 7th, 191...

Building Material Depot

*Mr. G. Bonovich*

SPECIALITY

OF FLOOR-TILES

UDINE

PADUA

Dear Sir: — I receive in this moment your favour of the 5th instant, in which you ask me the renewal at 90 days of my draft of 1918 lire falling due on the 31st of this month. Although I did not expect such an untoward event and I myself have a need of collecting funds in order to front my engagements, nevertheless I consent to grant you the asked favor because I have still the draft in hand, and I consider the exceptional circumstances in which you are presently involved.

Please, therefore, to send me back, duly accepted, the enclosed bill of Lire 1946.75 payable on the 30th November next, and I shall hand you over the precedent one. I beg you to consider the trouble my condescending gives to the regular march of my business, and I hope, consequently, you shall punctually pay the new draft when it falls due. I remain, sir, yours truly

V. Basevi.

436.

(399.)

W. WICK

Vienna, March 12th, 191...

Official's Depot

VIENNA

*Mr. A. Ring*BUDA-PESTH

Dear Sir: — In spite of all my efforts, I cannot absolutely collect the necessary sum to meet the draft, accepted by me, to your order for 860 crowns, falling due at the end of this month, I beg you, therefore, to take it up from circulation and to receive meanwhile the enclosed cheque of 430 crowns, which is the half of the sum I owe you; as to the rest, interest included, please to value on me on the 30th April next.

I hope you will be so good as to help me in the way I request you, if you consider I was induced



to do that forced by necessity and by the good will to front, somehow, my engagements. Awaiting a favorable answer from you, I remain, sir, your obed't servant

W. Wick.

437.

(400.)

REPLY

A. RING

Buda-Pesth, March 15th, 191...

Exporter of Spa Waters  
of the best springs

Mr. W. Wick

BUDA-PESTH

VIENNA

Dear Sir: — In reply to your favour, which reached me yesterday, I have the advantage to let you know that the Russian Bank Office, whereat I usually discount my bills, has luckily still your acceptance in hand, and I can therefore withdraw it from circulation. Please, consequently, to sign the inclosed draft of 434 crowns, payable on the 30th April next, and to send it back to me by return of post, in order that I may discount it at once. The day on which the precedent bill falls due, I will take it up and duly hand it over to you.

Yours faithfully  
A. Ring.

438.

(401.)

A. FLORIO & Co.

Palermo, May the 3rd, 191

MANUFACTURERS  
of Watertight cart-tilts

Mr. L. Bonardi

PURVEYORS  
to the Sicilian R. R. Co.

MESSINA

PALERMO

Dear Sir: — In accordance with your request of the 1st instant, we have the advantage to apprise you that we consent, as an exceptional favour, to extend until the 15th June next the draft of L. 2500 we advised, by our respects of April 28th last, we were going to put in circulation, payable

on the 15th. We will not charge you any interest for this short delay to prove to you how happy we are when we can satisfy our friends' desires.

Yours very truly  
L. Florio & Co.

439.

(402.)

PASQUAL GENNARI &amp; SONS

Naples, January the 4th 191...

National Rope-Works

Specialists for Maritime

Mr. L. Villa

CORDAGES

NAPLES

BARI

Dear Sir: — Conformably to your request of the 2nd inst. we beg to inform you we consent willingly to annul the draft for 5000 lire due on the 31st of this month, advised by our letter of the 29th November last, issuing a fresh one falling one month afterwards.

We can do you this favor because in order to spare from discounting we keep bills in hand until maturity, when we give them up to our banker for collection.

We shall draw consequently on you for lire 5031.30 payable on the 28th February next to our order, balancing thus the draft annulled, plus interests and costs as per specification at foot. We are sorry that on account of our profits being so restricted we cannot help charging you with interests.

Yours faithfully

Pasqual Gennari &amp; Sons.

## Renewal Account.

191...		Principal . . . . .	L.	5000	—
		One month's interests 6% p. annum. »		25	—
		Stamp for new bill. . . . . »		6	10
Jan.	1st	Postage. . . . . »		—	20
Total Lire				5031	30

## II. DRAWER PROVIDES FOR THE PAYMENT AT MATURITY

440.

(403.)

**BADI & CONTI**

Turin, November 13<sup>th</sup>, 191...

Gilt Frames Makers  
Depot  
of Mirror-glass-plates

*Messrs. Lagostena Bros.*

**GENOA**

**TURIN**

Gentlemen: — We are in receipt of your favor of yesterday. We regret very much it

is too late for us to withdraw from circulation our draft on you for Lit. 1728.50 payable on the 15<sup>th</sup> instant.

In order to assist you, somehow, in meeting the said bill we address you to-morrow a registered letter containing a cheque on the Bank of Italy for 1000 lire.

For the recovery of this amount and expenses thereto, as per account at foot, we draw on you for L. 1009.25 payable on the 31<sup>st</sup> December next. Please to find the new draft enclosed, which we beg you to send us back accepted, by return of post, and to honor at maturity. Your acknowledgment, in due course of cheque received will oblige

*Yours truly  
Badi & Conti.*

### Memorandum of outlays & costs

Principal . . . . .	Lit.	1000	—
Stamp for new bill . . . . .	»	1	30
45 days' interests 6% p. annum . . . . .	»	7	50
Registered letter . . . . .	»	—	45
<i>Total Lire</i>		1009	25

441.

(404.)

**PETER GAMAÑA**

Cadiz, April 18<sup>th</sup>, 191...

Merchant in Staves  
and other articles for coopers

*Mr. J. Blanch*

**CADIZ**

**TARRAGONA**

Dear Sir: — I was much surprised at your mailing me your letter of the 15<sup>th</sup> inst., in which you insist on the renewal of the draft for 875 ptas, accepted by you, payable at the end of this month, so much the

more you have not sent me, at least, the half of the principal according to your promise. As I wrote you, before this, I have not the means to take it up, and it is impossible for me to apply to the Bank, having exhausted all my deposits in a/c. I am then compelled, in order to cover this draft, to draw on you for 400 ptas, due end of May, and 475 ptas, per end of June next. I shall discount both bills at my banker's in your town, charging you with cost thereto, and commissioning him to take up at maturity the bill now in circulation. I think I have thus arranged matters, as it will be easier for you to pay your debt in two instalments. I regret I have no better shift as I am myself in a great embarrassment.

Yours truly  
*Peter Camaña.*

442.

(405.)

**Varré & Bout**

Rouen, March 31 st. 191...

Joiners' Tools Makers

*Mr. A. Liston***ROUEN****MARSEILLES**

Dear Sir: — We possess your favor of the 28th inst. and beg to answer you that we have already twice renewed our draft for 1700 frs. payable on the 15th April next, which you now ask us to provide for. We regret to be compelled to tell you we shall, by no means, accede to your request. On receipt of the protest we will proceed against you in due course of law.

Yours truly  
*Varré & Bout.*

443.

(406.)

Ojoblanco & Canalis

Madrid, October 28<sup>th</sup>, 191...

Depot  
of Steam Boiler & Engine

Mr. N. Valdez

IMPLEMENTS  
— MADRID —

BARCELONA

Dear Sir: — Your favor of the 26<sup>th</sup> to hand. We hasten to reply to you that on the 15<sup>th</sup> September last you requested us to carry forward, from the 30<sup>th</sup> of same month to the 31<sup>st</sup> instant, our draft on you for 1600 ptas. We did so willingly, relying on your formal promise to meet same. Now you ask for a further delay, we regret to inform you that we cannot accede to it, and reckon upon your meeting our bill, on presentation, without fail.

*Yours faithfully*  
Ojoblanco & Canalis.

g) Expiration - Address in case of need -  
Transmission of a bill for collection - Re-  
mittance of amount cashed.

444.

(407.)

Pagan & Lancha

Madrid, June 28<sup>th</sup>, 191...

Cigarette - Paper Makers

Messrs. Canal & Punoz

MADRID

BARCELONA

Gentlemen: — We have been favoured with your letter of the 15<sup>th</sup> inst. and have taken due note of the offers of service you were pleased to make us.

Awaiting an occasion to commence a regular correspondence, we have taken to-day the liberty of putting the name of your firm, as address in case of need, to a bill for 1854 ptas due on July 31<sup>st</sup>, on Mr. Pifiol of your town. We beg you to intervene, in case of non-acceptance or non-payment, and to protect our signature. Should that happen, please to draw on us at sight for the amount of the principal, interest and expenses thereto. Begging you to excuse us for the trouble we dared cause you, we thank you beforehand, and always disposed to serve you, we remain

445.

(408.)

**LANATA & BONI**Phosphates, Manures  
and Chemical Produce**BARI**

Bari, June 29th, 191..

*Mr. L. Bancalari***GENOA**

Dear Sir: — We take the liberty of enclosing herewith a bill of 925 lire on Messrs. Baldi & Costa of Camogli due on the 1st July next. From Genoa it will be very easy for you to do us the favor of attending to its collection and send us the amount through a Cheque on the Bank of Italy, or otherwise, as you may judge it more convenient, after deduction of your expenses. Hoping we shall soon hear from you, we thank you beforehand and present you our best respects.

Yours truly

*Lanata & Boni.*

446.

(409.)

REPLY

**L. BANCALARI**

Genoa, July the 2nd. 191..

AGENT  
& REPRESENTATIVE**GENOA***Messrs. Lanata & Boni***BARI**

Dear Sirs: — I am happy to inform you that the draft contained in your letter of the 29th instant upon Messrs. Baldi & Costa of Camogli amounting to 925 lire, was regularly paid. I beg to enclose herewith specification of expenses, and convey to you the net proceeds of L. 918.50 in my draft payable at sight on Messrs. Bianchi & Verdone, merchants of your town. Repeating my offers of service, I remain, sirs, your obed't servant

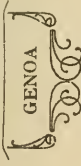
*L. Bancalari.*

ENCLOSURES:

a) A Memorandum of costs.

b) A remittance of L. 918.50.

447. (410.)

AGENT  
& REPRESENTATIVE

N. 1416

448. (411)

AGENT  
& REPRESENTATIVE

N. 718.

## MEMORANDUM

ENCLOSURE a)

Genoa, July 1 st, 191...

Messrs. Lanata &amp; Boni - Bari.

Collected for their a/c 1 -draft on Baldi & Costa at Camogli . . . . .		Dr.	Cr.
My remittance at sight . . . . .	L.	918	50
Fare to Camogli . . . . .	"	1	50
Commission $1\frac{1}{2}$ % . . . . .	"	4	60
Registered letter . . . . .	"	0	40
	L.	925	—
		L. 925	
		L. Bancalari.	

## REMITTANCE

Genoa, July 2 nd 191...

For It. Lire 918.50.

At sight please to pay, by this first bill of exchange to Messrs. LANATA & BONI or order, the sum of **Nine hundred and eighteen** It. Lire and **50** cent. and place it to account, as per advise from

Messrs. BIANCHI &amp; VERDONI

L. Bancalari.

BARI

## h) Refusal of payment

## Protest - Account of re-exchange - Redraft.

449.

(412.)

Genoa, July 18<sup>th</sup>, 191...

A. ANSELMINI

Dealer in Metals

GENOA

P. O. B. 481.

Registered

Mr. V. Lamier

MARSEILLES

Dear Sir: — I regret to inform you that I have been obliged to have your draft of 2000 frs., on Mr. B. Villari of our town, fallen due on the 15<sup>th</sup> inst., protested for non-payment. Herein you will find it with my account of redraft and charges, amounting to Fr. 2040.05, for which sum I have taken the liberty to draw on you at sight to the order of Messrs. Blanchard & Co., bankers at Paris. Always at your disposal

*I remain yours truly*

A. Anselmi.

(2 Enclosures).

450.

(413.)

ENCLOSURE a)

(DRAFT PROTESTED)

*For Frs. 2000*Marseilles, May 17<sup>th</sup>, 191...

At sixty days' date please to pay, by this first bill of exchange to the order of Mr. A. ANSELMINI, the sum of **Two thousand francs**, for value received in goods, and place it to account without any other advice from

V. Lamier.

Accepted

Mr. B. VILLARI

B. VILLARI.

17 Charles Albert Str.

Received  
A. ANSELMINI.Genoa, July 15<sup>th</sup>, 191...

V. LAMIER  
CAST-IRON PIPES — MERCHANT  
MARSEILLES





451

(414.)

ENCLOSURE b)

## (Account of Redraft &amp; Charges)

**A. ANSELMi**

Dealer in Metals

GENOA

P. O. B. 418

*Mr. V. Lamier***MARSEILLES**

ACCOUNT OF REDRAFT AND CHARGES of  
your bill of 2000 frs. drawn on the 17th May last on Mr. B. VIL-  
LARI of our town, fallen due on the 15th July inst. and protested  
for non-payment.

Principal . . . . .			Fr.	1000	
Protest . . . . .	L.	10	—		
Stamp of redraft . . . . .	»	2	80		
Brokerage $\frac{1}{4}\%$ . . . . .	»	5	—		
Commission $\frac{1}{2}\%$ . . . . .	»	10	—		
Postage and telegrams . . . . .	»	2	30		
	Lire	30	10		
Less agio. 0.65 % . . . . .	»	0	20	Fr.	29 90
Loss on the negotiation of the redraft $\frac{1}{2}\%$ . . . . .	»				2029 90
					10 15
	TOTAL			Fr.	2040 05

For which sum I reimbursed myself upon you in a draft issued  
to-day payable at sight to the order of Messrs. BLANCHARD & Co.  
of Paris.

Genoa, July 18th, 191...

*A. Anselmi.*

452.

(415.)

ANNEXED

## (REDRAFT)

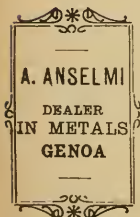
*For Frs. 2040.05*

Genoa, July 18th 191...

*At sight please to pay, by this first of  
exchange, to Messrs. BLANCHARD  
& Co., or order, the sum of Two  
thousand and forty francs and five  
cent. and place it to account as per  
advise from*

*Yours truly**A. Anselmi.***Mr. V. LAMIER****MARSEILLES**(back.  
endorse-  
ment)

*Pay to Mr. T. Fournier  
order,  
Paris, July 21st, 191...  
L. Blanchard & Co.*

**N. 799**

453. (416.)

« Registered »

L. Marchesan &amp; Sons

Venice. March the 3rd, 191...

METALLIC VESSELS  
MAKERS

Mr. Lewis Tacchini

VENICE

MILAN

Dear Sir: — Without any favours of yours to reply to, we beg to return you the bill for 1749 lire, due on February 28th last, on Mr. L. Vanzon of Padua, which you transferred to us in a/c, because it was protested for non-payment. We add herewith the protest and account of redraft and debit you with Lire 1759.90, the amount of its principal and charges, payable on 1st March.

We are very sorry for this incident prejudicable to you, and always disposed to serve you in better occasions, we remain, sir, yours truly

L. Marchesan &amp; Sons.

ENCLOSURES { a) An Original Draft.  
b) A Protest.  
c) An Account of Redraft.

454. (417.)

ENCLOSURE b)<sup>(1)</sup>

STAMP  
OF  
4 Lire

John Luke Bressan  
Notary Public  
PADUA

A Protest for non-payment of a Bill<sup>(2)</sup>.

Under the reign of H. M. Victor Emanuel III by the  
grace of God and the will of the Nation

KING OF ITALY

On this day, the second of March one thousand nine  
hundred and.... in Padua

At the request of Mr. LEWIS MARCON, a merchant born  
and resident in this town, holder of the bill hereafter  
copied, drawn on Mr. L. VANZON, duly fitted with the

P. N. 1741.

<sup>(1)</sup> To avoid useless repetitions the fac-simile of the original draft is  
omitted, being integrally transcribed in the body of the protest.

<sup>(2)</sup> Italian form.

common stamp of two lire and 40 centimes exclusive of 20 c. for receipt.

« Milan, December 15 th, 191.. For Lire 1749.—

« On the twenty eighth day of February next please  
« to pay by this first of exchange, to the order of  
« Mr. Lewis Tacchini, one thousand seven hundred  
« and forty nine Italian Lire, for value received ».

« BOCCONI BROS ».

« Mr. L. VANZON

PADUA »

« Accepted

Laurence Vanzon ».

« (on the back) Pay to Messrs. L. Marchesan & Sons  
« or order ».

« Milan, January one 2nd, 191...

(sgd.) L. TACCHINI ».

« Pay to Mr. L. Marcon or order, value in ac-  
count ».

« Venice, February 15 th 191...

(sgd.) L. MARCHESAN & SONS ».

« Received Padua, February 28 th, 191...

(sgd.) LEWIS MARCON ».

I, JOHN LUKE BRESSAN, of the city of Padua, a Notary Public by lawful authority duly admitted and sworn, inscribed in the Notarial Council of this district, called on Mr. LAURENCE VANZON, in his office situated at N. 1749, Market square, where I met a gentleman, who told me he was Mr. Vanzon, in person, and I did exhibit him the original bill here above copied demanding payment thereof or motive of dishonor, and I was answered: « I don't pay because I am out of cash ».

Therefore, I, the said Notary, do protest for all damages, charges, interests, and for anything else to be protested, against those whom it may concern, and after having drawn up this instrument, I read and sign it, delivering a copy of same to the requester in a sheet of stamped paper, written, in two pages and a half, by a person of my confidence.

L. S.

John Luke Bressan Not. Pub.

455.

(418.)

**An Account of Redraft & Charges**

**L. Marchesan & Sons**  
**METALLIC VESSELS**  
**MAKERS**  
**VENICE**

*Mr. Lewis Tacchini***MILAN****Dr.**

ACCOUNT OF REDRAFT AND CHARGES of your bill of 1749 lire,  
 on Mr. L. VANZON of Padua fallen due on the 28 th Fe-  
 bruary and protested for non payment.

Principal . . . . .	It. Lire	1749	—
Protest . . . . .	»	10	—
Postage . . . . .	»	0	90
To our credit payable March 1 st		1759	90
Vénice, March 3 rd 191...			

456.

(419.)

**EKELL & CAVALLERI**  
**COACH & CARRIAGE**  
**MAKERS**  
**MONTEVIDEO**  
 P. O. B. 2739

Registered

Montevideo, August 16 th, 191...

*Mr. Henry Nelson***Buenos Ayres**

Dear Sir: — We regret our having to inform you that the bill of \$ 3500 drawn on the 7 th inst. by Messrs Williams & Pico of Buenos Ayres at 8 days' sight on Messrs. Villar & Marquez of our town, to your order and indorsed by you in our favor, was protested both for non-acceptance and dishonor. For such a motive we send it back to you with the protest and relative account of redraft and charges. We reimburse ourselves for its amount, coming up to \$ 3576,60, in a draft to the order of Mr. William Baslet at two days' sight, enabling you thus to collect in time the money to honor it.

Always dedicated to your orders, we remain, sir, your obed't servants

*Ekell & Cavalleri.*

ENCLOSURES { a) A Protest.  
 b) The Original Bill.  
 c) An Account of Redraft.

457.

(420.)

ENCLOSURE a)

A PROTEST <sup>(1)</sup>

Vincent Rodriguez  
Mendoza  
Notary Public  
MONTEVIDEO

N. of Prot. 70

On this day, the seventeenth of August one thousand nine hundred and.... I VINCENT RODRIGUEZ MENDOZA of the city of Montevideo (O. R.), a Notary Public by lawful authority duly admitted and sworn, did exhibit the original bill, on the other side copied, to MESSRS. VILLAR & MARQUEZ, and demanding payment thereof, I was answered by them: « *We did not accept and do not pay now the bill presented to us for want of advice from the drawer* ». Therefore, I, the said Notary, have protested, and by these presents do solemnly protest, as well against the drawers or subscribers of this bill. as against all others whom it may concern, for exchange, re-exchange and all costs, damages, charges, commission, and interests, suffered for want of payment of the said bill. Thus done and protested in my office in Montevideo - Humbert 1 Str., - under the date aforesaid. *Quod attestor.*

(L. S.)

(sgd.) Vincent Rodriguez Mendoza  
Notary Public.

*On the other side: Text of the bill (See N°. 458).*

(<sup>1</sup>) An English and Hispano-American Form.

458.

(421.)

ENCLOSURE b)

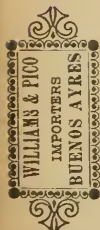
## Original Bill Protested.

For \$ 3500

Buenos Ayres, August the 7<sup>th</sup> 191...

*At eight days' sight of this our first of exchange pay to Mr. HENRY NELSON, or order, Three thousand & five hundred pesos n/c, and charge the same to account of*

*Williams & Pico*  
Messrs. VILLARS & MARQUEZ  
MONTEVIDEO



N. 2741

*Pay to Messrs. Ekell & Cavalleri,  
or order.*

Buenos Ayres, August 7<sup>th</sup>, 191...  
*Henry Nelson.*

*Received*  
Montevideo, August 16<sup>th</sup>, 191...  
*Ekell & Cavalleri.*

459.

(422.)

ENCLOSURE c)

## (ACCOUNT OF REDRAFT &amp; CHARGES,

Ekell & Cavalleri  
Coach  
& Carriage Makers  
MONTEVIDEO

P. O. B. 2749

Account of Redraft and Charges of a first of exchange for \$ 3,500, drawn on the 7th inst. by Messrs. WILLIAMS & PICO of BUENOS AYRES at 8 days' sight on Messrs. VILLAR & MARQUEZ of this town and to the order of Mr. HENRY NELSON who endorsed it in our behalf. Said bill was protested for non-acceptance and dishonor causing the following costs:

Principal . . . . .			\$	3500	—
Protest . . . . .			»	10	—
Interests for delay . . . . .			»	4	—
Stamp of redraft . . . . .			»	1	15
Postage . . . . .			»	0	20
<hr/>					
Commission $\frac{1}{2}\%$ on \$ 3,500 . . . \$	17	50	\$	3515	35
Brokerage $\frac{1}{4}\%$ . . . . . »	8	75			
Loss on exchange $1\%$ . . . . . »	35	—	\$	61	25
<hr/>					
TOTAL			\$	3576	60

For which sum of **Three thousand five hundred and seventy six Pesos and 50 centavos** we reimbursed ourselves in a draft issued to-day on our endorser Mr. HENRY NELSON of BUENOS AYRES, at two days' sight to the order of Mr. WILLIAM BASLET.

Montevideo, August 17th, 191...

*Ekell & Cavalleri.*

I, the undersigned, stock-broker in this town, do certify that the rate of exchange on Buenos Ayres is quoted to-day  $1\%$  under par.

Montevideo, August 17th, 191...

(L. S.)

*Joseph Pizorno.*

460.

(423.)

ANNEXED

**(REDRAFT)**

For \$ 3576.60

Montevideo, August 17th, 191...

*At two days' sight please to pay, by this first of exchange, to Mr. WILLIAM BASLET, or order, the sum of Three thousand five hundred and seventy six pesos and sixty centavos n/c for value received.*

*Ekell & Cavalleri.*

Mr. HENRY NELSON

N. 1718 Cuyo Str.

BUENOS AYRES.



461.

(424.)

**A. CRIVICH**

Lemberg, July 12th, 191...

Chirurgical Instruments

*Mr. Nicholas Pandiani*

MAKER

**LEMBERG****ANCONA**

Dear Sir: — I refer you to my respects of yesterday and I hand you under this cover your draft of 2.800 lt. lire on Messrs. A. Ros-sell & Co. of this town, which I paid by intervention for the honor of your signature. Enclosed please to find the protest with note of expenses resulting from this unfortunate affair. I beg meanwhile to signify you, that for the reimbursement of the principal and costs, I value upon you, according to your desire, with a delay of 15 days to the order of myself charging you, of course, the relative interests.

While I am sorry for this unfavorable circumstance prejudicial to your business, I am, on the other side, happy to have had an opportunity of intervening for the honor of your signature, and repeating to you my offers of service, I remain,

*Yours truly*  
*A. Crivich.*

ENCLOSURES { a) A Protest.  
b) The Original bill.  
c) An Account of Redraft.

462.

(425.)

ENCLOSURE

A PROTEST <sup>(1)</sup>

**A. Basevich**  
**Notary Public**  
**LEMBERG**

N.º of Prot. 714

Protest for



non-payment

On this day, the 10th of July one thousand nine hundred and..... in LEMBERG. Under the reign of **H. M. Charles I, Emperor of Austria** and King of Hungary.

At the request of Mr. A. VIRZOVICH, Manager of the « *Popular Bank of Galicia* », resident in this town I, the undersigned Notary Public duly admitted and sworn, did exhibit the original bill, a faithful copy of which is here at foot written, to Messrs. A. ROSSELL & Co., drawees, in their office situated at N. 71 Emperor's Str., and demanding payment thereof, I was answered by them: « *We don't pay being at variance with drawer for the quality of goods sold to us* ».

In consequence thereof the demanded payment having not been made, I, the said Notary, have protested and by these presents do solemnly protest in name and at the request of the above mentioned holder of the Bill, Mr. A. VIRZOVICH, as well for dishonor of the draft below cited and all costs thereto, as for damages, interest and redraft and for every thing else, in accordance with the laws in force; reserving to the requester, and to any other person interested therein, all rights that may appertain to them. — *Quod attestor.*

Lemberg, July 10th 191...

L. S.

(sgd.) **A. Basevich**  
**Notary Public.**

(As to the text of the draft see the following N.º)

(1) Austro-German Form.



463.

(back)

Received  
pro Popular Bank of Galicia  
Lemberg, July 8 th, 191...

VIRZOVICH  
Manager

(426.)

## ORIGINAL DRAFT PROTESTED

ENCLOSURE b)

For It. L. 2800

Ancona, April 8 th, 191...

Three months after date please to pay by  
this first bill of exchange to the POPULAR  
BANK OF GALICIA, or order, **Two thousand**  
**eight hundred It. Lire**, for value received  
in goods, and place the same to account as  
advised by

*Nicholas Pandiani.*

Messrs. A. Rossell &amp; Co.

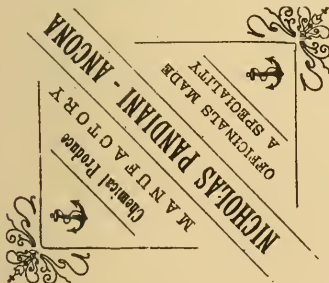
Accepted

LEMBERG

A. Rossell &amp; Co.

In case of need, with

Mr. A. Crivich - Lemberg.



N. 971

464.

(427.)

ENCLOSURE a)

## An Account of Redraft &amp; Charges

**A. CRIVICH***Chirurgical Instruments***MAKER****LEMBERG**

**Account of Redraft and Charges of a Bill of Exchange for 2800 lire, drawn by Mr. Nicholas Pandiani of Ancona on the 8th April 191... at three months' date on Messrs. A. Rossell & Co. of Lemberg to the order of the POPULAR BANK OF GALICIA, accepted by drawees and protested for dishonor and paid by me by intervention in order to protect Mr. Pandiani's signature.**

Principal . . . . .	It. Lire	2800	—
Protest, intervention and Stamp . . . . .	»	15	—
Interests 15/d 6 $\frac{1}{2}$ % . . . . .	»	6	25
Commission $\frac{1}{4}$ p. % . . . . .	»	7	—
Brokerage 1 p. % . . . . .	»	2	80
Postage . . . . .	»	1	45
Loss on exchange $\frac{1}{4}$ p. % . . . . .	»	7	—
Total It. Lire		2839	50

For which sum I valued upon the drawer Mr. O. Pandiani to the order of myself at 15 days' date as per instructions received.

A. Crivich.

Lemberg, July 12th, 191...

I the undersigned, Stock-broker on 'Change at Lemberg, do hereby certify to have negotiated for Mr. Crivich of this town, at  $\frac{1}{4}$  p. % of loss, the redraft at 15 days' date, on Mr. Pandiani, here above cited.

L. S.

Charles Blech.

465.

(428.)

ANNEXED

## (REDRAFT)

For It. Lire 2839.50

(back)

Lemberg, July 12th, 191...

(endors.)

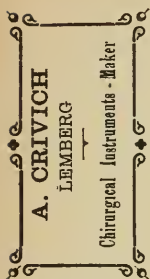
*Fifteen days after date please to pay by this sole bill of exchange, to THE ORDER OF MYSELF, the sum of Two thousand eight hundred and thirty nine It. Lire and 50 cent. for value received.*

A. Crivich.

Mr. NICOLAS PANDIANI

ANCONA.

*Pay to Mr. A. POZZI or order.  
Lemberg, July 22nd, 191...  
A. CRIVICH.*



N. 121

466.

(429.)

A. BARJOUX

Rouen, May the 4th, 191...

Exporter  
of «Portland» Cement

ROUEN

Registered

Mr. V. Cabiddus

TOULON

Dear Sir. — I duly received your letter of the 21 st April last, in which you had enclosed a draft for 3000 frs. upon Mr. Balanzon of this town payable on the end of same month. I had credited your account with its principal, balancing my invoice of February 1 st last, but, on its becoming due, when I caused the bill to be presented for payment, it was dishonored, so that I had it protested. Please to find herewith the original bill, the relative protest and the account of redraft and charges amounting to frs. 3051.40, which I have carried to your debit and at the same time I have credited you with an equal sum for the redraft at sight which will be presented to you for collection by Messrs. Robin & Vermon, bankers of your town. While I am sorry for this inconvenience, I beg you to accept my best respects and remain yours truly

A. Barjoux.

ENCLOSURES { a) A Protest.  
b) The Original bill.  
c) An Account of Redraft

467.

(430.)

ENCLOSURE a)

**A PROTEST FOR NON-PAYMENT** <sup>(1)</sup>

**COURT  
OF  
COMMERCE  
OF  
ROUEN**

N. of Prot. 1429



On this day the second of May one thousand nine hundred and... in the city of ROUEN, FRANCE.

At the request of Mr. A. BARJOUX, a merchant resident at N. 21, National Str., concerned in the Bill, as per copy written at foot, who appoints his domicile in my office, I, the undersigned, Bailiff of the Court of Commerce of Rouen, attended by Mr. VICTOR NIZARD, resident at N. 6, La Motte Str. and by Mr. PETER MANOT, resident at N. 7 Berthet Str., legal and required witnesses, have enjoined to M. ANTHONY BALANZON, a merchant trading at Rouen, N. 119, Richelieu Str., the place indicated in the draft here below copied, and payable in said office, speaking to himself:

To pay at once to the requester or to me, Bailiff, bearer of aforesaid bill, the sum of **Three thousand francs**, principal of the Draft hereafter transcribed. which I exhibited to him in its original, and offered to deliver it unto him, duly receipted, should he pay down its amount. Said gentleman, speaking to him as I said in person, answered: *«I do not pay being out of cash, and having not been able to collect funds from whom I expected»*. Having notified to him he was to sign his answer, he would not do it. As I considered such a reply a refusal of payment and dishonor of the bill, I, on my part, have protested to give back said draft, to take equal sum in exchange and re-exchange on the market, at the risk and for account of whom

(1) French Form.

it may concern, reserving to myself the right of claiming for losses, expenses, damages, and interests; all was done in the presence of the above mentioned witnesses Messrs. NIZARD AND MANOT, who signed with me, and I left to said Mr. A. BALANZON, in his office, speaking to himself as I stated before, a copy of the above cited bill, duly accepted by him and receipted by holder, and one of the present protest, the cost of which comes up to fr. 16.45 inclusive of copies.

L. S.

(sgd.) *Leupold Tieux* Bailiff

» *Victor Nizard* Witness

» *Peter Manot* »

(As to the text of the protested bill, See N.º 468).

468.

(431.)

ENCLOSURE b)

(THE ORIGINAL DRAFT PROTESTED)

For Frs. 3000

Toulon, March 14<sup>th</sup>, 191...

On the thirtieth April next, please to pay, by this first bill of exchange, to Mr. A. BARJOUX, or order, the sum of **Three thousand francs** for value received in goods, and place it to account, as per advise from

*N. Cabiddus.*

Mr. A. BALANZON  
116, Richelieu Str.

ROUEN

Accepted

*A. Balanzon.*



N. 418

Received  
Rouen, April 30<sup>th</sup>, 191...  
A. BARJOUX.

469.

(432.)

ENCLOSURE

## (AN ACCOUNT OF REDRAFT &amp; CHARGES)

**A. BARJOUX**Exporter  
of «Portland» Cement**ROUEN**Account of Redraft and charges  
of a first bill for Three thou-  
sand francs, drawn by Mr. N.  
CABIDDUS of TOULON on the 14thMarch 191... on Mr. A. BALANZON of ROUEN to my  
order, accepted by drawee, fallen due on the  
30th April last and protested for non-payment.

Principal. . . . .	Frs.	3000	—
Protest and Copies . . . . .	»	16	45
Stamp for Redraft. . . . .	»	1	95
Interest 6 days 6% . . . . .	»	3	—
Brokerage 1/4 p. % . . . . .	»	7	50
Commission 4 p. 1/60 . . . . .	»	12	—
Postage . . . . .	»	3	—
Loss on exchange 1/4 % . . . . .	»	7	50
Total Frs.		3051	40

For which sum of frs. 3051,40 I reimbursed myself upon Mr. N. CABIDDUS of TOULON in my draft issued to day and payable at sight to the order of Messrs. ROBIN & VERNON, Bankers in said city.

Rouen, May 4th, 191...

*A. Barjoux.*

I, the undersigned, Stock-broker on 'Change at Rouen, do hereby certify to have negotiated for Mr. BARJOUX, of this town, at 1/4 p. % of loss, the redraft mentioned in the account here above written.

Rouen, May 4th, 191...

*P. Blanchard*

BROKER

L. S.

470.


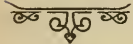
(433.)

ANNEXED

**(DRAFT)**

Rouen, May 4th, 191...

For Frs. 3051,40

  
**A. BARJOUX**  
 EXPORTER  
 OF  
 (Portland) Cement  
 ROUEN  
  
 N. 1726

At sight please to pay by this first  
 bill of exchange to Messrs. ROBIN  
 & VERNON, or order, **Three thou-  
 sand and fifty one francs and  
 40 cent.** value received.

A. Barjoux.

Mr. N. CABIDDUS

CONTRACTOR

TOULON.

i) Warning given of legal steps about  
 being taken.

471.

(434.)

Genoa, September the 3rd, 191...

**L. BERNUGA**  
 LINEN - CLOTH  
 Merchant  
 EXPORTATION  
 GENOA

Registered

Mr. B. Blandotti

**LEGHORN**

Dear Sir: — I am very much astonished  
 at the fact your promissory note of 1418 lire is returned to me pro-  
 tested for non-payment. I cannot understand how you value so little  
 your reputation by neglecting to take the necessary steps in order to  
 satisfy your engagements, and how you may be so inconsiderate to  
 contract them without any possibility to honor the same. You are to  
 remember I granted you the delay you begged of me and I consented  
 to renew the draft when you asked me to do it, so that your present  
 acting is not correct. Therefore I inform you that, should you not within  
 six days reimburse me of the principal and costs, I will take legal  
 steps to protect my interest.

Yours truly  
 L. Bernuca.

472.

(435.)

## LARGE UDINESE COTTON-WORKS

EXPORTATION OF EVERY DESCRIPTION OF TEXTILES  
UDINEFor telegrams  
«Laudorks-Udine»Branch-houses  
at Trieste & Trento-

Udine, January the 3rd 191...

*Mr. A. Bleck*GÖRTZ

Dear Sir: — In reply to your letter of the 28th ult., we must avow that we are greatly displeased to see you allowing your bills to be protested, without giving yourself any trouble to honor your signature. If, at least, you had informed us you were now short of funds, we should have done with you what we do with other customers, that is to say we would have sent you the necessary money to take up the bill.

But your manner of acting is not such as to gain the esteem and confidence of your purveyors, consequently we must inform you that, if on the 15th inst. you do not pay the new draft, augmented with the protest expenses, stamp duties, interests and so on, viz Lire 1019.20, which this very day we mail to our banker of your town for collection, we shall place the affair in the hands of our solicitor at law.

Yours truly  
pro Large Udinese Cotton Works  
L. MAYER, Manager.



## § 20.

### LETTERS OF CREDIT & APPLICATIONS FOR CREDIT

---

- a) Simple letters of credit and documents thereto.
- b) Letters of introduction and credit.
- c) Applications for credit.



## § 20. — LETTERS OF CREDIT AND APPLICATIONS FOR CREDIT

---

a) Simple letters of credit and documents  
thereto.

473.

(436.)

(IN TITULAR'S HANDS)

**PASSARD & VOLAN**

Paris, March 12th, 191...

BANKERS  
— P A R I S —

*Messrs. Clarkson & Bill*

LONDON

Dear Sirs: — We have the honor hereby  
to open a credit with you in favour of Mr.  
FRANCIS BERGERAC, whose signature please  
to find here at side, and to recommend  
him to your best attentions. Be so kind as to  
let him have, for our account, any sums  
he may require to the amount of Fifteen  
thousand francs, deduction made of your  
charges and against a duplicate receipt, one  
copy of which you will at once send us with  
an indication of the way you have chosen  
to reimburse yourselves. We remain

*Yours truly*

*Passard & Volan.*

474.

(437.)

(TO THE ADDRESSEES BY POST)

**PASSARD & VOLAN**

Paris, March 12th 191...

BANKERS  
— P A R I S —

*Messrs. Clarkson & Bill*

LONDON

Gentlemen: — We have the honor to inform  
you that we furnished Mr. FRANCIS BERGERAC, a  
merchant of Rouen, with a letter of credit for  
Fifteen thousand francs on your banking-house.

Please to take note of the same, and honor  
our signature on presentation.

*Yours very faithfully*

*Passard & Volan.*

*Francis Bergerac*

475.

(438.)

ANNEXED

(RECEIPT)

N. 1741

Frs. 1500



CLARKSON & BILL  
BANKERS  
LONDON



Received of Messrs. CLARKSON & BILL, bankers, the sum of **One thousand and five hundred** francs against my letter of credit issued by Messrs. PASSARD & VOLAN of Paris. Duplicate receipt available but once.

London, August 18 th, 191...

Francis Bergerac.

476.

(439)

(IN TITULAR'S HANDS)

Turin, August 20 th, 191...

A. PALADINI  
EXCHANGE OFFICE  
TURIN

Mr. F. Duval Banker

PARIS

Holder's signature  
Leo Banchini

Dear Sir: — I have the advantage of informing you that I have delivered to my friend Mr. LEO BANCHINI, a watch-maker in this town, the present letter of credit of Five thousand francs, gold currency, upon your house.

Be so kind as to pay him this sum, under deduction of your charges, and against his receipt in duplicate, reimbursing yourself at your entire convenience.

I present you meanwhile, my best respects.

A. Paladini.

477.

(440.)

(TO THE ADDRESSEE BY POST)

Turin, August 20 th, 191...

A. PALADINI  
EXCHANGE OFFICE  
TURIN

Mr. F. Duval Banker

PARIS

Dear Sir: — I hasten to apprise you that I have remitted to Mr. LEO BANCHINI a letter of

credit upon your house for **Five thousand** francs, gold currency. Kindly take note of it in order to honor my signature on presentation.

Yours truly  
A. Paladini.

478.  
F. DUVAL

BANKER  
— PARIS —

(441.)

REPLY  
Paris, August the 23<sup>rd</sup> 191...

*Mr. A. Paladini*

TURIN

Dear Sir: — I have the honor of acknowledging the receipt of your favour of the 20<sup>th</sup> inst. informing me that you have remitted to Mr. LEO BANCHINI a letter of credit upon me for the sum of 5000 frs. in gold. I shall punctually fulfil your instructions and be sure your signature will be duly honored.

Yours faithfully  
F. Duval.

479.  
F. DUVAL

BANKER  
— PARIS —

(442.)

ANNEXED  
Paris, September 3<sup>rd</sup>, 191...

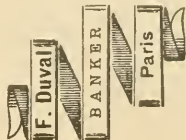
*Mr. A. Paladini*

TURIN

Dear Sir: — I hasten to remit you the enclosed two receipts, amounting to 5000 frs., delivered to me by Mr. LEO BANCHINI against equal sum paid down to him, my commission and petties deducted, according to your letter of credit. For the reimbursement of this sum I have drawn upon you at sight to the order of Messrs. VALERIANI & NOLI of your town. Begging you to pay due honor to my draft, I remain, sir, yours very truly

F. Duval.

ENCLOSURES: 2 Receipts.



N. 1849

A DUPLICATE

Frs. 2250.—

Received of Mr. F. DUVAL, BANKER, the sum of Two thousand two hundred and fifty francs against my letter of credit of Frs. 5000 issued, on the 30th August last, by Mr. A. PALADINI of TURIN.

Duplicate receipt available but once.

Paris, August 27th, 191...

STAMP

*Leo. Banchini*



N. 2001

A DUPLICATE

Frs. 2250.—

Received of Mr. F. DUVAL BANKER the sum of Two thousand two hundred and fifty francs -- his commission and petty costs deducted -- for balance of the letter of credit delivered to me by Mr. A. PALADINI of TURIN on the 20th August last.

Paris, September the 3rd, 191...

STAMP

*Leo. Banchini*

481.

(444.)

PARODI BROTHERS

**BANKERS**

Garibaldi Str. - GENOA - Garibaldi Str.

« Telegrams: PAROBROS GENOA »

Genoa. October 15 th, 191...



*Messrs. Campos & Luar, Barcelona*

» *Merinos & Sons, Valencia*

» *Cerillo & Pangol, Cadiz.*

*Gentlemen,*

The bearer of this letter, whose signature please to find here in margin, is Mr. L. VICINI of our town, who goes to Spain to open up new commercial connections. We beg to accredit him with you for the sum of *Fifteen thousand pesetas*, which please pay down to him at his request with deduction of your costs, inclusive of the usual commission. Be so kind as to note on the other side of the present letter of credit the payments you will make to Mr. Vicini aforesaid, sending over to us one of the receipts he is to deliver you per duplicate.

You can reimburse yourselves by bills at sight drawn on us, or in the way you think best. Trusting you will prepare a good welcome to our signature, we remain, sirs,

*Yours truly*  
*Parodi Bros.*

*Louis Vicini*

## b) Letters of Introduction and Credit.

482.

(445.)

**Wilson & Barley**

New York, October 12th, 191...

Stock - Brokers & Bankers

*Messrs. Arona & Gerosa*

**NEW YORK**

(U. S.)

Buenos Ayres

Telegrams:

**WILBAR-NEW YORK**

—w—

Gentlemen: — We take the liberty of recommending to your kind attention the bearer of the present, Mr. JAMES BOYLER, travelling-clerk of the respect. Firm of Messrs. CHARLES WARD & SONS of this city.

Our friend is about to take a trip to your country for the purpose of extending the commercial relations of his employers, and therefore we beg you to be good enough as to help him in all instances in which he may require your assistance, favouring him with any information that will contribute to the realization of his wishes. Should Mr. Boyler be in want of funds to meet his expenses in your town or for eventual journeys in the interior of the Argentine Republic, have the kindness to give him the sums he needs up to the amount of **One thousand and five hundred dollars** (\$ 1500). taking his drafts on us, to your order, at two days' sight. When this operation is completely over, we shall reimburse you for interests and pelties we may owe you.

Thanking you beforehand for the kind attentions you are going to show to our friend, we hope you will not fail to make use of us on any occasion, and remain

*Yours very faithfully*  
*Wilson & Barley.*

**SIGNATURE OF THE BEARER**

*James Boyler.*



483.

(446.)

ANNEXED

**ARONA & GEROSA**

Buenos Ayres, October 28 th, 191...

BANKERS  
BUENOS AYRES*Messrs. Wilson & Barley*

1721, Cuyo Str.

BANKERS

Tel. « AROSA B. A.

NEW YORK

Gentlemen: — We have the advantage to inform you we received to day a visit from your Mr. BOYLER. At his request, and in accordance with your letter of the 12th inst., we advanced him the sum of *Five hundred dollars* (\$ 500) with which we debit your account, as we thought proper to reimburse ourselves of our outlays, interests, commission and petties, by a draft at sight for the total amount, which your friend will issue on you, to our order, when he definitively leaves our city. We had the pleasure to give him some informations that he required, and we repeated him we are entirely at his service, and hope he will avail himself of us.

Having nothing else to-day to acquaint you of, we remain

*Yours truly**Arona & Gerosa.*

484.

(447.)

HISPANO-AMERICAN

Madrid, May the 1 st, 191..

COMMERCIAL BANK  
MADRID*Messrs. Prendy & Benot*General DirectionPARIS

Gentlemen: — Give us leave to introduce to you and recommend in a very particular manner Mr. PETER MUTTINIS K. I. O., a celebrated barrister of the High Court of Madrid, who goes to France in order to visit the great Capital of the civil world. Please to prepare him the best welcome and to pay him down, for account of the Hispano-American Bank, any sum he may request of you up to the amount of *Five thousand francs in gold*, against his receipts per duplicate and with the deduction of your commission and costs, charging the Bank, a/c therewith.

Thanking you beforehand for all that you will do in behalf of Mr. Muttinis aforesaid, we remain your very faithfully serv'ts

Signature of Mr. Peter Muttinis  
P. Muttinis

*L. Bandera*  
HEAD-MANAGER

385.

(448.)



Rome, April the 5th, 191...

*Messrs. Fred, Bilgsen & Co.*

**COPENHAGEN**

**Borzone & Comba**

General Agents to the "VENICE",  
Fire insurance Co.

**ROME**

Dear Sirs : — We take the liberty of asking you to kindly interest yourselves on behalf of the bearer of this letter Mr. CHARLES MAGLINI, eldest son of our Chief-Inspector Mr. LEWIS. This young man visits your town in order to improve his commercial education

on the Northern regions, and to perfect himself, at the same time, in the Danish language. Please give him your good advice, and we should esteem it a great favour if you could find him an occupation in your office during the six months of fine season he intends to spend in your Capital.

For the last five years that he has been with us, we can but speak very highly of his foresight and general character, and feel persuaded he shall always correspond to the confidence you will put on him.

Kindly oblige us also by letting him have any sum he may require not exceeding Four thousand Danish marks, and to cover your disbursements have the goodness to draw upon us at sight successively to any of your payments.

Accept, dear sir, in advance, our best thanks for the kindness, we feel confident, you will be pleased to show to our friend and believe us to be

*Yours very obed't*  
*Borzone & Comba.*

486.

(449.)

**W. Georg & Sons**

Sole Makers of the renowned  
silk embroideries «ELVETIA»

St. Gall, June 12th, 191..

*Mr. L. Verdi*

**MILAN**

**Wholesale-Exportation**

ST. GALL  
(SWITZERLAND)

Dear Sir : — We make free to introduce to you Mr. LEWIS GEORG, son of our Prior Mr. WILLIAM, who is visiting your town on

matters of business.

As the principal object of his journeys is to revive old connections and form new ones with a view of extending the sale of our articles of manufacture, we venture to request your kind assistance in the

furtherance of his aim, as we feel confident that you, as one of the oldest friends of our firm, will not refuse him your advice, especially in any case of credit to be granted to new firms. Mr. Lewis will not confine himself to visit Milan and its environs, if by taking a much wider trip he is likely to obtain new orders for our embroideries. In such a case we trust you will be so kind as to hand him a few letters of introduction to some correspondents of yours, who may be in condition to assist him as it were you.

Meanwhile we beg to open a credit with you, in favor of Mr. Lewis Georg aforesaid, of ~~Four thousand~~ francs which you will be pleased to pay down to him, against single receipt, reimbursing yourself by drawing on us at sight. As you are acquainted with, Mr. Lewis, being a partner in our firm, signs using the social signature, well known to you.

We shall consider ourselves greatly obliged by any service you may be able to render our young traveller, who, we do not doubt, will endeavour to show himself worthy of your kindness. We are, sir, with much esteem

*Yours oediently*  
W. Georg & Sons.

### c) Applications for credit. <sup>(1)</sup>

487.

(450.)

**N. LANDINI**

Biella, April the 15 th, 191...

Manufacturer  
of Wool & Linen Cloths  
of every description

*Mr. L. Murzi, Banker*

**BIELLA**

**MILAN**

Dear Sir: — I am in receipt of your circular of the 12th inst. and the letter accompanying it. I could not find a better opportunity of profiting by your offers of service. In consequence of very considerable purchases of wool and cotton, I find myself embarrassed, and require an open credit of Lit. 25.000 for an easier despatch of my business. I have drafts on hand to the amount of 15.000 lire, or thereabouts, accepted by first rate firms and falling due within 3 months; I can dispose besides of 8 shares of the Bank of Italy and 10 of the Great

<sup>(1)</sup> For letters on blank credit See pag. 305.

South R.R. Co. — I would place these securities in your keeping, as a deposit against the advance above mentioned. Of course the bills aforecited, a note of which please to find herewith, are to be put by you at once in circulation. Kindly let me know your conditions, and awaiting a reply by return, I am, truly yours

*N. Landini.*

ENCLOSURE: 1 *Memorandum.*

488.

(451.)

ENCLOSURE

**N. LANDINI**

**MEMORANDUM**

BIELLA

Biella, April 15th, 191...

*Specification of the bills to be sent to Mr. Murzi for their cashing.*

Drawers	Drawees		Maturity	Principals
N. Landini - Biella	V. Vianzon	Padua	July 15 th, 19...	It. L. 4.525
do	F. Terracini	Parma	» 15 th, »	» 2.300
do	F. Liprandi	Como	June 15 th, »	» 1.975
do	B. Caimi & Co.	Monza	» 30 th, »	» 2.370
do	L. Verardi	Vicenza	» 30 th, »	» 3.655
				It. L. 14.915

489.

(452.)

REPLY

**L. MURZI**

Milan, April 18th, 191...

BANKER

*Mr. N. Landini*

—MILAN—

59

**BIELLA**

Dear Sir: — In reply to your esteemed letter of the 15th instant, I am happy to be able to accede to your request. In accordance with your desire, I am ready to keep at your disposal, against the deposit of the securities mentioned in your letter, a sum of 25.000 It. Lire, honoring therewith, for your account, the bills payable with me. My conditions will be the following ones:  $\frac{1}{3}\%$  commission both on cashings and on payments, and 5% mutual interest. Post, telegraph and stamp expenses will be of course at your charge. Awaiting your approval, I remain, sir, truly yours

*L. Murzi.*

## § 21.

### SHIPPING MATTERS AND DOCUMENTS THERETO

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Charter-parties. — Bills of health. — Manifests of cargo. — Certificates of Insurance. — Insurance Costs Accounts. — Policies. — Captain's Protest — Account of Recovery and Average Statement).

- a)* Freights and Expeditions.
- b)* Insurance upon Goods.
- c)* Insurance upon Vessels.
- d)* Averages and Assessments.
- e)* Maritime Intelligences.

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490 — 539

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## § 21. — SHIPPING MATTERS

### a) Freights and Expeditions.

190.

(453.)

W. DARWIN & Co.

Genoa, July 15th, 191...

Ship-Agents & Brokers  
GENOA

Messrs. W. Bark & Co.

SHIP-OWNERS

W. D.  & Co.

LONDON

Telegrams.  
DARWIN-GENOA »  
'OTT & WATKINS'  
CODES USER

Gentlemen: — Our Agent Mr. C. Peacock, at Sunderland, has informed us that your s/s the « Polar Star » is engaged from Cardiff for Genoa, and we therefore beg to offer you our services as Ship-Agents and

Brokers, requesting you to entrust to us the business and interest of your vessel at this port.

Having been established here for many years, we are fully acquainted with all customs and usages of this place, and if you favour us with your instructions, you may, no doubt, depend on ship's interest being strictly looked after, delivery of cargo being sharply checked, and that we will strenuously resist those vexatious claims so often made by merchants without foundation, and keep all expenses down to the lowest point. We will give our utmost attention to secure very quick dispatch, this matter being quite safe with us as we are large barge-owners ourselves, keeping many lighters of our own, which we send to assist receivers in discharging, as they are frequently short of same themselves.

If you wish we will be happy so send you a list of all expenses your vessel will incur in at our port, and feel confident you are to find them very moderate.

Respecting the safety of freight to be collected and our own good landing, we can give you full guarantee, and all informations can be obtained of our bankers here, Messrs. ROSSI BROS. qm. LÉONARD. Those Agents in London are Messrs. W. J. HAMBRO & SONS.

Besides this, if you wish, we will remit one-half freight on arrival, and the balance immediately after delivery of cargo, or it can be remitted by our bankers themselves if preferred for greater safety. Hoping to be honored with your favorable reply and trusting you will be pleased to hand to your Captain a letter on our behalf, we anticipate you our best acknowledgments and remain, Gentlemen, your obed't servants

W. Darwin & Co.

491.

**W. BARK & Co.**

SHIP-OWNERS

**LONDON**

(454.)

REPLY

London, July 18<sup>th</sup>, 191..*Messrs. W. Darwin. & Co.***GENOA**

Dear Sirs: — In reply to your favour of the 15<sup>th</sup> inst. we are glad to inform you that we feel inclined to intrust you with our interests in the harbour of Genoa, so far as regards our steamer the "*Polar Star*," in her present voyage.

But before deciding definitively we beg you to hand us a pro-forma account of the expenses we have to sustain. As you know the "*Polar Star*," is to ship 4500 tons large pieced coal and the unloading of same is to be accomplished in nine days. Awaiting your lines, we remain

*Yours very truly*  
*W. Bark & Co.*

492.

**W. DARWIN & Co.**

Ship-Agents & Brokers  
**GENOA**

(455.)

ANSWER

Genoa, July 21<sup>st</sup>, 191...*Messrs. W. Bark & Co.*

SHIP-OWNERS

**W. D.  & Co.**

**LONDON**

Telegrams

DARWIN-GENOA

"SCOTT &amp; WATKINS"

CODES USED

Gentlemen: — With the greatest pleasure we enclose here-with the estimate of costs required of us, and trusting you will honor us with your valued orders, we assure you that, on our part, we shall do our best as to merit your approbation, and enjoy thus the advantage of devoting our cares to your interests any time a vessel of yours is to call



at our harbour. Awaiting your reply, which we hope will be in our favor, we remain your most obed't servants

W. Darwin & Co.

ENCLOSURE: 1 Estimate of Costs.

493.

(456.)

ENCLOSURE

(AN ESTIMATE OF COSTS)

# MEMORANDUM

W. DARWIN & Co.

Genoa, July 21 st, 191...

Ship-Agents & Brokér's  
GENOA

Messrs. W. Bark & Co.

SHIP-OWNERS

LONDON

S/S "POLAR STAR,"

Cargo: 4500 tons large pieced coal — Discharging: 9 days.  
executed in 7 — Freight: 8/6 — Exchange rate: 25.30.

Pilotage. . . . .	inward It. L. 150 outward " 75	It. It.	225	—
Mooring . . . . .	"	"	50	—
Harbour & Light dues; . .	( 1/3 burthen	"	180	—
Anchorage duty & Wharfage	12 c. per ton.	"		
Extra Lighterage, and 6 days demurrage thereon . . . . .	"	"	250	—
Discharging It. L. 0.55 per ton . . . . .	"	"	2475	—
Weighing " 0.15 " " . . . . .	"	"	675	—
Dispatch money, 2 days' anticip. £. 30 . . . . .	"	"		
at the exchange of It. L. 25.30. . . . .	"	"	759	—
Watchman on board, 7 days at L. 3 . . . . .	"	"	21	—
Consular fees . . . . .	"	"	13	20
Customs-entering . . . . .	"	"	10	—
Telegrams . . . . .	"	"	9	—
Postage . . . . .	"	"	4	—
Commission 1% on freight (Tons 4500 at 8/6 = It. L. 48375) . . . . .	"	"	483	75
		It. L.	4154	95
At the Exchange of L. 25. 30 = £. 203 : 15 : 1				
E. & O. E.				

494.

(457.)

REPLY

W. BARK &amp; Co.

SHIP-OWNERS

London, July 24 th, 191...

*Messrs. Darwin & Co.*GENOA

LONDON

Dear Sirs: — We have the pleasure to let you know that we delivered, this very day, to Cap. BLACKMORE a letter of introduction with your respectable firm, to whom we commit also the interests of our s/s the

\* *Polar Star* \* for her present voyage. We feel confident we shall not have to complain of having given the preference to you, and we hope shortly to receive the net proceeds of freight by a bill at sight on London. We trust at the same time, you will succeed in procuring to our steamer a homeward charter on the basis of 8/6, or you will have success in freighting her for some good voyage to North America.

Awaiting your further particulars, we remain, truly yours

W. Bark & Co.

495.

(458.)

(IN CAPTAIN'S HANDS)

W. BARK &amp; Co.

SHIP-OWNERS

London, July 24 th, 191...

*Messrs. W. Darwin & Co*GENOA

LONDON

Gentlemen: — The bearer of the present letter is Cap. BLACKMORE, Master of our steamer the "*Polar Star*," en-

trusted to your honorable Firm. We shall return you many thanks should you do your best to be useful to him in all that he may be in want of, and we will consider every kindness shown to him as if it were personally done to us. We shall be also much obliged to you if you kindly endeavour to get for our vessel a ready homeward cargo or any good freight to the United States. We present you, meanwhile, our best respects.

Yours truly

W. Bark & Co.

496.

(CDLIX.)

ANSWER

W. DARWIN & Co

Genoa, August the 1 st, 191...

Ship-Agents & Brokers

Messrs. W. Bark & Co

GENOA

SHIP-OWNERS

LONDON

Dear Sirs: — We are much obliged to you for the kindness you had in trusting your vessel's interests to our cares. Be sure your Captain will have but to praise of us, for we will do our best efforts to satisfy you wholly. As you have learnt from our to-day's message, the ship arrived safe this morning, and to-morrow she will break bulk. Hoping to give you soon good news, we remain truly yours

W. Darwin & Co.

497.

(459.)

REPLY

W. DARWIN & Co.

Genoa, August 8 th, 191..

Ship-Agents & Brokers

Messrs. W. Bark & Co.

GENOA

SHIP-OWNERS

LONDON

W. D.  & Co.

Telegrams

• DARWIN-GENOA •

• SCOTT & WATKINS' •

CODES USED

Gentlemen: — We are glad to hand you herewith the account of the freight of your steamer the «Potar Star» arrived here on the first inst., which finished just yesterday evening her discharging. To balance the net

proceeds we beg to enclose a draft at sight of £. 1656:7:5 on our bankers Messrs. W. J. HAMBRO & SONS at London and we request you, as soon as cashed, to inform us for our guidance.

As for the homeward freight being difficult to find it in this moment in cause of exuberance of tonnage and scarsity of goods to be shipped, we are transacting, with Messrs. ANSELM & CYGNA, for a full cargo of marble slabs to be conveyed to Savannah, and we hope to wire you tenders to-morrow.

Thanking you for the confidence you have put in us and convinced you will be satisfied with our acting, we remain, Gentlemen, yours truly

W. Darwin & Co.

Encl. An A/of Freight.

498.

(460.)

ENCLOSURE

## (ACCOUNT OF FREIGHT)

W. DARWIN &amp; Co.

Genoa, August 8<sup>th</sup>, 191..

Ship-Agents &amp; Brokers

Messrs. W. Bark &amp; Co.

GENOA

SHIP-OWNERS

LONDON

Account of Freight of the s/s. « *Polar Star* » from Cardiff to Genoa with 4500 tons Best Coal to the order of Messrs. P. GANDO & Co. at 8/6 less 3% Address Commission; delivery costs in lighters, alongside the steamer, and commission to Agents, at Owners' expenses.

	DR.			CR.		
Cr. for Messrs. P. Gando & Co's freight 4500 tons at 8/6, . . . . .				1912	10	0
Dr. for Messrs. P. Gando & Co's Address Commission 3% . . . . .	52	7	6			
for expenses sustained for ship's account as follows <sup>(1)</sup> . . . . .	203	15	1			
for our bill at sight on Hambro to th/o. for balance . . . . .	1656	7	5			
E. & O. E. <i>£</i> .	1212	16	0	1912	10	0

W. Darwin &amp; Co.

499.

(461.)

REPLY

W. BARK &amp; Co.

London, August 11<sup>th</sup>, 191..

SHIP-OWNERS

Messrs. W. Darwin &amp; Co.

GENOA

LONDON



Dear Sirs: — Your favour of the 8<sup>th</sup> August inst. reached us in due time, covering the Account of freight of the « *Polar Star* » and the draft for balance of *£*. 1656 : 15 : 5

on Messrs. W. J. HAMBRO & SONS, of our town, which was regularly collected.

As to the charter for Savannah we confirm our telegram of yesterday saying: « *Try to obtain 4 dollars* ». and that of this morning thus worded: *We accept £ 75* » in answer to yours of the following

<sup>(1)</sup> To avoid superfluous repetitions See the specification of costs in Form N.º 493.

tenor: *Anselmcygna* Genoa Savannah full cargo marble 3.50 dollars may we agree to? » and « Highest offer 3.75 differently bargain lost ». We are awaiting now your letter and the charter-party in order to sign it.

We thank you for your kind attentions to Cap. BLACKMORE and for all that you did in behalf of our interests, and we do not hesitate to tell you we were completely satisfied with your acting.

Yours truly  
W. Bark & Co.

500.

(462.)

REPLY


W. DARWIN & Co.

Genoa, August 14th, 191...

Ship-Agents & Brokers  
GENOA

Messrs. W. Bark & Co.

LONDON

V. D.  & Co.  
P. O. B. 141.

Gentlemen: — We confirm our preceding telegrams of the 10th and 11th instant as well as that of yesterday saying: « Agreed

*Anselmcygna* \$ 3.75 we write ».

We are glad to remit you under this cover the Charter-party of your s/s « *Polar Star* » settled up with Messrs. ANSELM & CYGNA for a complete cargo of large marble slabs, from Genoa to Savannah at \$ 3.75 per ton. We feel very happy an occasion has presented itself to take care in the best manner of your interests, and ask leave to draw on you, through our bankers Messrs. HAMBRO & SONS, for cashing our brokerage. While we repeat the offers of our services, we beg to remain truly yours

W. Darwin & Co

ENCLOSURE: One Charter-Party.

501.

(463.)

ENCLOSURE

W. DARWIN & Co.

Ship-Agents & Brokers  
GENOA



CHARTER-PARTY

W. D.  & Co.

Genoa, August 14th, 191...

N. 726

It is this day mutually agreed between Messrs. W. BARK & Co. of LONDON, Owners of the good Steamship called the « *Polar Star* » whereof

Cap. J. BLACKMORE is Master, of 4500 tons Cargo, now lying at this port, and Messrs. ANSELM & CYGNA of GENOA :

That the said Ship being warranted strong, tight, staunch, and now in every way fitted and ready for the Voyage, shall load, in the customary manner, a complete Cargo of *large marble slabs*, not exceeding what she can reasonably stow and carry, over and above her Tackle, Apparel, Provisions, Fire Coal, and Furniture; the Freighters being allowed for loading the Vessel *eight* running days from the 15th August 191..., and being so loaded shall therewith proceed under Steam to SAVANNAH, GEORGIA U. S. or so near thereunto as she may safely get, and there deliver the same, always afloat, according to the laws and customs there in use, the Freight being paid at and after the rate of \$ 3.75 (*Three Dollars & 75 cents*) per ton delivered.

The Freighters paying all customary Dues and Duties on the Cargo, and the Ship all other Port Charges (the Acts of God, Fire, and all and every other Dangers and Accidents of the Seas, Rivers and Steam Navigation of whatever nature and kind soever, during the said voyage, always excepted).

The Cargo to be received at the Port of Destination, by the Consignees, from alongside the ship, at the rate of 600 tons per day, (Sundays and Holidays excepted) weather permitting, and except in case of riot, strike or other accident which may prevent the discharging of the Cargo, to commence from the time of their receiving written notice of Vessel being ready to unload: Demurrage at the Port of destination to be paid at the rate of \$ 150 per day. The Freight to be paid on Discharging and right Delivery of the cargo, in Cash at the current rate of exchange. The Master to have a lien on the goods for Freight and Demurrage.

The Captain is to sign the Bills of Lading as presented, without qualification, except weight and measure unknown,

within 24 hours after the Ship is completely loaded, or he is to pay \$ 40 (*Forty Dollars*) as liquidated damages.

The Vessel to be addressed to the Agents of Charterers at the Port of Discharge, paying *two* per cent Commission on amount of Freight, and employ Messrs. CHAP & WITSON as Brokers, on usual terms, not exceeding \$ 25 (*Twenty five Dollars*).

Any claim of Average is to be settled according to the custom at Lloyd's. Should the Steamer be prevented by any circumstances to load, or should she receive damage rendering it impossible for her to load within eight days from the date, stated in this Charter as her expected loading date, then Merchants to have the option of cancelling this Charter.

It is optional with the Consignees to employ their workmen in discharging the Cargo at Vessel's expense, but the amount to be paid is not to exceed what is customary for the unloading of steamers at the Port of Destination.

A Commission of *five* per cent is due by the Ship to W. DARWIN & Co. on signing this Charter Party and the Captain is to apply to them for Custom-house business.

The Steamer is to have liberty to tow and to be towed and assist Vessels in all situations. Penalty for non-performance of this Charter-Party to be the estimated amount of Freight.

(sgd.)....

(Owners).

(sgd.) W. Darwin & Co. (sgd.) Anselmi & Cygna

Ship-brokers

Freighters.

L. S.

L. S.

502.

(464.)

**Renier & Morland**

Exporters of Alimentary  
Preserves & Gastronomic.  
Produce

**SHIP-OWNERS**

— BREST —



Dear Sirs: — Our s/s « *General Milon* » is to leave to-morrow the Road of Brest for your harbour. As usual she is entrusted to your hon. Firm's cares, convinced, as we are, you will continue in prodigating your kind favours to our Captain MICHAEL VERDOT and look after our interests as for the past.

Meanwhile we avail ourselves of the departure of the packet-boat to convey to you the authentic copies of the clean Bill of health, Manifest of cargo, Certificate of origin and Consular invoice, each duly signed by the Consul of Costa Rica resident at our port. We do this for the purpose of sparing a precious time, so that you can, in advance, take the necessary steps and go through the customary formalities which unluckily in Costa Rica are long and tedious, owing to its intermingled bureaucracy.

For further informations please to consult with Cap. VERDOT who has our exact instructions.

Yours truly

Renier &amp; Morland.

ENCLOSURES { a) A Bill of health. | c) Certificate of origin.  
b) Manifest of cargo. | d) Consular invoice.

503.

(405.)

ENCLOSURE a)

**Bill of HEALTH**

N. 1720

**Consulate of COSTA RICA**

at BREST

(AN AUTHENTIC COPY)

Bill of Health by J. J. OJOSBELLOS Consul of COSTA RICA at BREST (France).

I do hereby certify that the French steamer called « *General* »



*Milon* of 1750 tons burthen per register, commanded by Cap. MICHAEL VERDOT, navigated with 29 men, and having on board four passengers, being in all 33 persons on her, leaves this port of BREST (France) in free pratique, bound for PUNTA ARENAS (Costa Rica). I further certify that good health is enjoyed in this town and the adjacent country, without any suspicion of plague or contagious distemper whatever.

In witness whereof I have hereunto set my hand and seal of office at Brest, this first day of June 191...



*J. J. Ojsbellos*  
CONSUL OF COSTA RICA.

504.

(466.)

ENCLOSURE b)

**Renier & Morland**

**MANIFEST OF CARGO**

Exporters of Alimentary

Preserves & Gastronomic  
Produce

(AN AUTHENTIC COPY)

N. 1421



**SHIP-OWNERS**

**BREST**

Brest, June the 1<sup>st</sup>, 191...



**Manifest of the merchandise laden**  
by **RENIER & MORLAND** on board the French steamer called  
"General Milon", of QUIMPER harbour, MICHAEL VERDOT  
Master, burthen by register 750 tons or thereabouts, bound  
for PUNTA ARENA (Republic of Costa Rica).

Ship- pers	Consignees	Marks and Numbers	Packages	Description
Renier & Morland	Pacha & Rosa; S. José	P.R. 1 to 50	50 bbls.	Salted Anchovies
	Vida & Campo	V.C. 51 to 80	30 cases	Tunny in oil
	Joseph Nazar	J.N. 81 to 130	50 bbls.	Salted Anchovies
	Peter Sanoza	P.S. 131 to 180	50 cases	Alim. Preserves
	Soja & Raucha	S.R. 181 to 200	20 casks	Bordeaux Wine

I hereby declare the above to be a true and faithful manifest of all the merchandise laden on board the said vessel under my command.

*Michael Verdol*  
Master

Brest, June 1<sup>st</sup>, 191...

— N. 1421 —

I personally appeared before me, Consul of Costa Rica at BREST, the above-named master of the French steam-ship called « *General Milon* », belonging to the port of QUIMPER, who declares the foregoing to be a true and correct manifest of all the goods or merchandise laden on board said vessel in this port.

In testimony whereof I have hereunto set my hand and seal of office at Brest, this first day of June 191...



J. J. Ojosbellos  
CONSUL OF COSTA RICA.

505.

(467.)

ENCLOSURE c)

**Certificate  
OF ORIGIN**

N. 1422

AUTHENTIC COPY



**Consulate  
OF COSTA RICA  
at BREST**

Personally appeared before me J. J. OJOSBELLOS Consul of Costa Rica at BREST. Messrs. Renier & Morland, merchants and ship-owners, resident at Brest, 118-122 Arsenal Str. and made oath that the merchandise shipped by them on board their steam-vessel called « *General Milon* », whereof MICHAEL VERDOT is Master, leaving to-morrow this harbour for PENTA ARENAS (Republic of Costa-Rica), and declared in the manifest of cargo, duly checked, controlled and signed by me and registered under N. 1421, is really the produce and manufacture of FRANCE and was produced and manufactured in their establishments, at BREST in the Commonwealth of France. In witness whereof they signed in my presence this certificate.

Brest, June 1 st, 191...



(sgd.) Renier & Morland Manufacturers  
» J. J. Ojosbellos Consul of Costa Rica.

506.

(468.)

ENCLOSURE d)

**Renier & Morland****CONSULAR INVOICE**

Exporters of Alimentary  
Preserves & Gastronomic  
Produce

AN AUTHENTIC COPY)  
N. 1423

**SHIP-OWNERS  
BREST**



Brest, June 1 st, 191..

*Invoice of the merchandise shipped on board the s/s "General Milon", whereof M. VERDOT is Master, in her voyage from Brest to Punta Arenas (Republic of Costa Rica).*

Marks & Numbers	Packages	Description	Value
P. R. 1 to 50	50 bbls.	Saltea anchovies	5.000 —
V. C. 51 to 80	30 cases	Tunny in oil	6.000 —
G. N. 81 to 130	50 bbls.	Salted anchovies	5.000 —
P. G. 131 to 180	50 cases	Alim. Preserves	10.000 —
R. P. 181 to 200	20 casks	Bordeaux Wine	10.000 —
			<b>Frs. 46.000 —</b>

*We the undersigned, make oath that the present is the true and faithful invoice of the goods shipped on board the aforesaid steam-vessel in this port of Brest, and that the price declared is the actual value in our market of the merchandise above described.*

(sgd.) *Renier & Morland.*

— **N. 1423** —

*I, the undersigned, Consul of Costa Rica at Brest, do hereby certify I am satisfied that the foregoing declaration is true.*

Brest July 1 st, 191..



*J. J. Ojsovellos*  
CONSUL OF COSTA RICA.

507.

(469.)

**N. LANAGA**

Barcelona, August the 1 st, 191...

FORWARDING AGENT  
**BARCELONA***Mr. Samuel Pidal***SARAGOSSA**

Dear Sir: — I hasten to convey to you the list of departures, which are to take place in this month, from Barcelona to the different ports here below named:

To **Marseilles**, calling at **Cette & Portvendres**, the *Fabre Co.'s* steamships that start regularly on every Monday.

To **Cadiz**, calling at **Valencia, Alicante, Carthagena & Malaga**, the Spanish transatlantic steamers of the *Catalonian Co.* which will set out twice a week. viz: on Tuesday and Saturday.

To **Gibraltar & Lishon** the English s/s. « *Blakbird* », ready to go to sea on the 12 th, and the French Steamboat « *Rouen* » leaving our harbour on the 24 th, or thereabouts.

To **Havana**, calling at **Cadiz, Teneriffe, Puerto-Rico & Semaná** the steam-packets of the *Spanish-American Company* sailing off on the 15 th & 20 th of each month.

Please to take the necessary dispositions in order that the sendings to Barcelona of goods directed to the above named ports, may coincide with the departures aforesaid, sparing, in such a manner, useless delay and superfluous storage charges.

Awaiting, within short, your notices of expedition, I present you my best respects and remain truly yours

*N. Lanaga.*

### b) Insurance upon Goods.

508.

(470.)

**VICINI BROTHERS**

Milan, June 19 th, 191...

Rice Cleansers  
& Corn Merchants  
**MILAN***Mr. A. Costaguta*

INSURANCE AGENT

**GENOA**

Dear Sir: — We beg you, on receiving the present, to insure for our account N. 380 bags of

rice, marked V. B. N. 1 to 380 ★, amounting to 9500 lire, shipped in your harbour for our order on board the s/s. " *Nino Bixio* ", whereof Cap. Scutari is master, bound for Massauah. Please to debit us with the amount of expenses, informing us of same. Relying on your kind punctuality on the execution of this order and on your experience for insuring upon the best possible conditions, we remain, sir, yours faithfully

*Vicini Bros.*

509.

(471.)

REPLY

**A. COSTAGUTA**

Genoa, June, 22<sup>nd</sup>, 191...

Agent for Maritime  
Fluvial & Terrestrial  
Insurance

*Messrs. Vicini Bros.*

— **GENOA** —

**MILAN**

P. O. B. N. 107  
Telephone N. 1718

Gentlemen: — I am in possession of your esteemed favour of the 22<sup>nd</sup> inst. and beg

to inform you that I have effected in the *Elvetia Co's* the insurance for your account on 380 bags of rice, amounting to 9500 lire, laden on board the s/s " *Nino Bixio* ", commanded by captain Scutari. directed to Massauah. Please to find herewith the relative Certificate and bill of costs.

I trust you will be satisfied with the result obtained on this occasion, for the condition of the vessel is, in no wise, of the most favorable. Give me leave to reiterate you it will always be my endeavour to serve your interest, and meanwhile I beg to remain

*Yours truly*

*A. Costaguta.*

ENCLOSURES ) a) 1 Certificate of insurance.  
( b) 1 Bill of insurance costs

510.

(472.)

ENCLOSURE a)

**(CERTIFICATE OF INSURANCE)**

**"THE HELVETIA",**  
Maritime, Fluvial  
& Terrestrial Insurance Co.  
Agency of GENOA



**Certificate  
OF INSURANCE**

N. 4719

Genoa, June 22nd, 191...

This is to certify that on this day's date, the 22nd June nineteen hundred and.... this Company insured under Policy N. 4719, made for Messrs. VICINI BROS. of MILAN by Mr. A. COSTAGUTA Agent, the sum of Nine thousand and five hundred it. Lire on the following merchandise :

Mark & Numbers	Packages	Contents	Laden on	From / to	Value
V. S. 1 to 380	380 Bags	Cleansed Rice	Steamer (1) "Nino Bixio"	Genoa Massanah	9500,— Lire

At the conditions stated on the other side of the policy.  
This certificate represents and takes place of the original policy, and conveys all its rights to holder.

L. S.

(sgd.) *Marcon* MANAGER.

(1) This Certificate is likewise used for Goods travelling *on land* by inserting the wording "on waggon S. T." or "on waggon F. T." instead of "on steam-ship" or "on sailing-vessel".

511.

(473.)

ENCLOSURE b)

**(INSURANCE-COSTS ACCOUNT)****A. COSTAGUTA**

GENOA, June 22nd, 191...

Agent for Maritime  
Fluvial & Terrestrial  
Insurances

*Messrs. Vicini Bros.*

—GENOA—

CORN MERCHANTS

**MILAN**

P. O. B. N. 10;  
Telephone N. 1715

**DRS.**

for the following Insurance effected for  
this in the HELVETIA CO. against all risks of the seas on:

V. B. { 380 Bags cleansed rice from Genoa to Massauah,  
1 to 380 } laden on the s/s " Nino Bixio ", amounting to  
★ 9500 It. Lire.

Premium 2% on 9500 lire. . . It. Lire	190	—
Stamp . . . . . "	1	20
Register . . . . . "	3	60
Certificate . . . . . "	2	40
Brokerage 1% . . . . . "	9	50
E. & O. E. . . . .	TOTAL It. L.	206 70.

512.

(474.)

L. PINELLI & SONS

Genoa, January 12th, 191...

Underwriters

Messrs. Bertollo Bros.

Agents for the "Mutual" of N.Y.

VOGHERA



Dear Sirs: — We beg to acknowledge receipt of your favour of the 10 th inst., honoring us with the order of insuring, for your account, N.° 12 bales of woollen and silk stuffs amounting to the value of 4721 It. lire, besides a

10 % of presumed benefit, which are to leave our harbour on the 15 th inst. on board the s/s "Perseo", directed to MARACAYBO (Venezuela).

We thank you, for your having recollected of us and are glad to inform you, your orders were accomplished this very day. We beg leave, meanwhile, to convey to you the bill of insurance-costs, the amount of which you will be pleased to enter into our credit. We could not effect such operation at a cheaper rate in cause of the exceptional circumstances under which the Central American States labour at present.

In conformity with the contents of your letter, we keep here, at your disposal, the certificate delivered to us by the "Mutual Co.", and hope, as you wrote of late, to shake soon hands with you. We remain

Your faithfully  
L. Pinelli & Sons.

ENCLOSURE: 1 Account-Expenses.

513.

(475.)

ENCLOSURE

**(INSURANCE-COSTS ACCOUNT)****L. PINELLI & SONS**

Genoa, January 12th, 191...

Underwriters  
Agents for the "Mutual", of N.Y.*Messrs. Bertollo Bros.***VOGHERA****Drs.****GENOA**

Account of expenses for the maritime insurance of a part of the cargo laden on the s/s « *Perseo* » whereof Cap. PISANI is Master, (entered into the 1st Class of the Italian Register) in her voyage from **Genoa** to **Maracaybo** (Venezuela) leaving on the 15th instant.

B. B.	{	N.º 12 Packages wool & silk cloths value . . .	L. 4721
110 to 121		Presumed benefit 10% . . . . .	» 472
		Valued insured lt. Lire	5193

Premium 3% on 5193 lire. . . . .	lt. L.	155	80
Stamp & Register . . . . .	»	4	80
Commission 1/5 p. % . . . . .	»	10	40
Postage . . . . .	»	—	40
<i>E. &amp; O. E.</i>	TOTAL lt. L.	171	40

514.

(476.)

**V. PEDRETTI & Co.**

Palermo, September 12th, 191...

*Insurance Agents*

&amp; SHIP - BROKERS

**PALERMO***Mr. William Garland***LONDON**

Dear Sir: — Unfavourable circumstances have produced an interruption of our correspondence for some weeks past, we feel therefore happy to renew it to-day requesting you to provide the insurance on the following articles:

- 1º *£*. 250 on 300 bags of Rice loaded at Calcutta on the s/s « *Crown Prince* » commanded by Cap. Black, of English flag, marked V. Z. 1 to 300, directed to Genoa.



2° £. 350 on 110 bags of Puerto-Rico Coffee shipped at Santa Cruz (Cuba) on the Spanish steam-vessel « *Cadiz* » whereof Cap. Gornez is Master, marked J. V. 1 to 110, destined for Marseilles —  
Total £. 600.

We rely on your best endeavours in executing this order and we have no doubt you shall be able to insure said goods at moderately low premiums, which will induce us to maintain you our custom.

Please to reimburse on us for your expenses at any time and in the way you may choose.

We are, sir, yours faithfully

V. Pedretti & Co.

515.

(477.)

REPLY

W. GARLAND

London, September 16th, 191...

Agent for the Syndicate  
of the London Underwriters

Messrs. V. Pedretti & Co.

LONDON  
(Strand W. C.)

PALERMO

Gentlemen: — I feel much indebted to you for the order you were so kind as to give me in your esteemed favor of the 12th inst., and I have now the pleasure to inform you that, agreeable to your wishes, I have effected the insurance for:

£. 250 on 300 bags with rice from Calcutta to Genoa per s/s « *Crown Prince* ».

£. 350 on 110 bags with coffee from Santa Cruz to Marseilles by s/s « *Cadiz* ».

as per copy of policies which I send off to you to-morrow conjointly with the note of costs. As my disbursement amounts but to £. 17:5:8 it is provisionally booked in a/c. being not worth while to value for so trifling a sum on your place.

Allow me to tell you that the premiums, I have stipulated for, are uncommonly low and that nothing has been neglected in furthering your interest, therefore I beg to look forward to your fresh orders

Yours truly

W. Garland.

516.

(478.)

Ligurian Cotton - Mills

Genoa, April 18th, 191...

**GENOA***Mr. John Torn*

L. FIGARI Prop.

**LONDON**

Dear Sir: — I will thank you for insuring against all risks £. 300, value of 30 bales of Middling cotton marked V. N. 1 to 30 ★ at £. 10 each, shipped at Pernambuco, for my account, on the 15th inst., as per telegram received to day, on board the s/s «*City of Naples*» Cap. Noli, bound for our port, debiting me with the amount of costs thereof. For your guidance said steamer is leaving Pernambuco on the 20th. Relying on your getting the insurance effected at 2 or 2 1/4 per cent, but not limiting you as to said premium, as I know you will do your best to protect my interest, I remain

*Yours faithfully*  
L. Figari.

517.

(479.)

REPLY

**JOHN TORN**

London, April 20th, 191...

AGENT FOR

*Mr. L. Figari*

• *The London & Lancashire,*  
*General Insurance Co.*

**GENOA****LONDON**

OUTHAMPTON. ST. W. C.

Dear Sir: — In pursuance of your orders, under date of the 18th inst., I have effected an insurance in «*The London & Lancashire Insuring Co's*», as per copy of policy I send to you under registered cover, for **Three hundred pounds sterl.** on 30 bales of Middling cotton, marked V. N. N.º 1 to 30 ★, by the s/s «*City of Naples*» whereof Cap. Noli is master, from Pernambuco (Brazil) to your port, against all risks, at a premium of 2 1/2 per cent.

Please to find here enclosed the note of costs amounting to £. 8:6:0 and if found correct have the goodness to credit me with in a/c. Assuring you that I shall always pay the strictest attention to your orders, and soliciting a continuance of them, I remain your obed't servant

*John Torn.*

ENCLOSURE: 1 Account of costs.

518.

(480.)

ENCLOSURE

**JOHN TORN**

London, April 20 th, 191...

AGENT FOR

*Mr. L. Figari*

"The London & Lancashire,  
General Insurance Co.

**GENOA**

**LONDON**

**DR.**

**SOUTHAMPTON ST. W. C.**

Account of the costs for the Insurance  
effected for his a/c. against all risks of the

seas on a part of the cargo laden on board the Italian s/s «*City of Naples*» commanded by Cap. Noli. in her present voyage from **Per-nambuco** to **Genoa**.

**V. N.**

N. 30 Bales Middling Cotton having a de-  
clared value of £. 300.

1 to 30



Premium $2\frac{1}{2}$ p. %	£.	7	8	5
Brokerage $\frac{1}{4}$ p. %	"	0	15	0
Stamp & Postage	"	0	2	7
E. & O. E.	TOTAL £.	8	6	0

519.

(481.)

**Weisser Bros. & Co.**

Leipsic, June 30 th, 191...

Manufacturers

*Messrs. Werner & Reinhardt*

of Ortopedic Articles and  
Chirurgical Instruments

**HAMBURG**

**LEIPSIC**

Dear Sirs: — We have forwarded to-day

to Mr. Peter Mank, our Agent at Bremen:

**W. B. & Co.** { N.º 4 Cases containing chirurgical instruments hav-  
112 - 115 { ing a real value of 5475 Mks. begging him to have  
them conveyed to Mr. J. Blackmore at New York, on board the s/s  
«*Minnesota*», of the German Lloyd, leaving Bremen, for the aforesaid  
port, on the 5th of next month.

We are so free as to beg you to attend to the maritime insurance  
of this sending, at the most convenient premium, on its real value  
besides 10 % of presumed benefit and inclusive of all costs. Being  
convinced you will do us such a favour, we beg you to hand to our  
aforesaid Agent the documents certifying the effected insurance and  
the corresponding bill, and we shall book its amount to your credit.

*Yours truly*

*Weisser Bros. & Co.*

520.

(482.)

REPLY

**Werner & Reinhardt**

Insurance Agents

Hamburg, July the 3rd, 191...

*Messrs. Weisser Bros. & Co.***HAMBURG-BREMEN****LEIPSIK**

Gentlemen: — In compliance with the order given to us in your favor of the 30th June last, we beg to apprise you we insured in the "H. A. V. G's", <sup>(1)</sup> the 4 cases, marked W. B. & Co. 112/115, containing chirurgical instruments, directed to New York on board the s/s "Minnesola", for the sum of 6250 Marks.

We remitted to Mr. Mank, your Agent at Bremen, the documents and the account of costs and disbursements we met with, coming up to 228 Mks. which sum we place to your debit. Always dedicated to your valued orders, we remain faithfully yours

*Werner & Reinhardt.*

(1) « Hamburg'sche Allgemeine Versicherung Gesellschaft » — « The Hambro » General Insurance Company.

521.

(483.)

per s/s "GARIBALDI",

**N. COSTANZI**

Genoa, October the 1st, 191...

EXPORTER  
of American Cottons

*Mr. W. Wrink***GENOA****NEW YORK**

Dear Sir: — You will oblige me by effecting insurance on a lot of bales of cotton described in the subjoined invoice, which are to be shipped to me, on the 12th inst. from New Orleans, by Messrs. Ward, Bell & Co., as per their to-day's message, on board the Spanish s/s "Count of Lara",

You may open a policy for the total amount of the invoice, including charges and an ima-

ginary profit of 15 %, that is to say \$ 7765 or thereabouts.

As to the average of s/s "*City of Cadiz*," I have the advantage to inform you that all the papers have been received and I have shown them to my lawyer and also to the adjuster, who assure me the underwriters can no longer raise objections to pay down the sum you ask of them to compensate the suffered damage. I hand you, per separate cover, said documents and sincerely hope you may succeed in settling this troublesome claim.

Having no further particulars to communicate to you to-day, I remain, sir, faithfully yours

N. Costanzi.

ENCLOSURE: 1 Copy of an Invoice.

522.

(484.)

ENCLOSURE

Ward, Bell & Co.

New Orleans (La), September 19th, 191...

Cotton Exporters

>

Mr. N. Costanzi

NEW ORLEANS (LA)

Q

GENOA

Telegrams :

O

Warbell New Orleans

O

*Order-sheet of 231 bales of cotton you bought of us, at the prices*

*below indicated, as per your telegram of to-day, to be shipped within the first fortnight of October next, on a good steamer bound for GENOA (Italy).*

Mark & Numbers	Description of goods	Price			Total	
Fair ☉☉ 1 to 225	225 Cotton bales at \$	30	—	\$	6750	—
A. M. <sup>(1)</sup> 226 to 231	6 do " "	27	50	"	165	—
				\$	6915	—

(1) Average Middling.

523.

(485.)

REPLY

WILLIAM WRINK

New York, October 13 th, 191...

Ship &amp; Insurance Broker

Mr. N. Costanzi

NEW YORK

GENOAW  W

Dear Sir: — I have the advantage to enclose herewith the insurance certificate of the cotton lot per s/s “*Count of Lara*,” of which Messrs. Ward, Bell & Co. of New Orleans, in reply to my telegram of yesterday, confirmed the shipment executed in good condition. As for the “*City of Cadiz*,” do not doubt I will take care, as usual, of your interest. Having nothing else to inform you of, in this moment, I present you my best respects.

W. Wrink.

ENCLOSURE: 1 Insurance Certificate.

524.

(486.)

ENCLOSURE

**A CERTIFICATE OF INSURANCE**

BOSTON  
INSURANCE  
COMPANY



N. 1419  
\$ 7765. —

NEW YORK (U. S.)  
October 12 th, 191...

*This is to certify that on the 12th October One thousand nine hundred and.... this Company Insured under the Policy N.º 1419 made for William Wrink for account of Mr. N. COSTANZI of Genoa (Italy) the sum of Seven thousand seven hundred and sixty five dollars in gold, free of particular average, — unless the Vessel be stranded, sunk, burned or in collision, — on N.º 231 bales of cotton*

delivered by Messrs. Ward, Bell & Co. valued at \$ 7765, shipped on board of the Spanish s/s « *Count of Lara* » at and from New Orleans to Genoa, and it is hereby understood and agreed that the insurance will take effect only in case of loss, and such loss is payable to the order of Mr. N. Gostanzi.

This Certificate represents and takes the place of the Policy, and conveys all the rights of the original Policy holder as if the Property was covered by a special instrument direct to the holder of this Certificate and free from any liability for unpaid premium.

Samson  
ASS'T SECRETARY



Bark  
VICE PRESIDENT.

### c) Insurances upon Vessels.

525.

(487.)

Bonardini Bros.

Genoa, May the 2nd, 191...

SHIP & INSURANCE  
BROKERS  
— GENOA —

Messrs. Nikolaieff & Karloff

BRAILA (Roumania)

Telegrams :

“ *Bonaros Genoa* ”

Dear Sirs: — In compliance with your orders we readily effected in the « *Italia Insuring Co's* » the insurance in quovis on

a lot of corn for the amount of *L.* 2000 from *Braila* to *Genoa* at the premium of  $2\frac{1}{2}$  p. % under the condition of declaring the captain's and the vessel's names within 15 days.

It will, consequently, be necessary you let me know in due time such names,, in order not to be submitted to an augmentation in the premium in cause of a delayed declaration.

Should the ship be, as we desire, one of your own, we feel confident you will address her to us and you may rely on our best exertions in watching over your interests, and should said vessel not be insured against the risks of the seas, we offer you our service at the *Ligurian Insurance Co's*.

Awaiting your kind answer, we remain truly yours

Bonardini Bros.

526.

(488.)

REPLY

**Nikolaieff & Karloff**

Ship-Owners

&amp; CORN EXPORTERS

**BRAILA** (Roumania)

Braila, May 7th, 191...

*Messrs. Bonardini Bros.***GENOA**N.  K.

Gentlemen: — In reply to your favour of the second inst. we thank you very much for the trouble you have taken in promptly executing our order and we are also glad for your having succeeded in settling up the insurance at the moderate rate of  $2\frac{1}{8}$  p. ‰ as we desired.

The vessel we intend to load for Genoa is precisely our brigantine recently built, named « *Azoff* », Cap. PETER MUTINOVICH master, that, for our special motives, is sailing under Russian flag rather than under Roumanian. Awaiting ourselves of your mediation, we beg you to insure her value of L. 50.000 in the « *Ligurian Company* »

Awaiting to receive from you the policy of maritime insurance, regularly drawn up and duly signed, we have the advantage to let you know that, admitting your desire and convinced you will use your best endeavours to protect our interests, the ship shall be addressed to your Firm. To this purpose please to inform us, by return of post and for our guidance in this operation, if there are in your harbour any special uses or customs to be followed. Meanwhile we beg to remain,

*Yours faithfully*  
Nikolaieff & Karloff.

527.

(489.)

REPLY

**Bonardini Bros.**

Genoa, May the 15th, 191...

SHIP & INSURANCE  
BROKERS  
— **GENOA** —

*Messrs. Nikolaieff & Karloff***BRAILA** (Roumania)

Telegrams:

\* *Bonaros Genoa* ,

Gentlemen: — We have the pleasure to enclose herewith the policy of maritime insurance on your brigantine « *Azoff* », Cap.

MUTINOVICH, sailing under Russian flag, the value of which, say: *Fifty thousand Lire*, we insured for your account with the « *Ligurian Company* » at  $1\frac{1}{4}$  ‰ premium.

We debit you with the expenses we have met, besides our brokerage, which you will balance afterwards together with the commission amount owed us as Agents for the ship.



The customs and charges in our port are like those of Marseilles. Should the charter-party state it, the receivers of the cargo are to deduct from the freight a so much per cent agreed as address commission. And should the vessel have a good homeward cargo or any other charter whatever on a fixed date preceding the expiration of lay-days or should the ship-owner deem convenient to have his vessel free some days before the time stipulated for unloading, he is obliged to pay a dispatch-money which varies according to circumstances and to tonnage. Besides the commission of 5% is very often shared as it follows: 1/3 to the ship-owner, 1/3 to the merchant and 1/3 to the broker.

Always ready to give you any further information you may require, we beg to remain your obed't servants

Bonardini Bros.

ENCLOSURE: 1 Policy of Insurance.

528.

(490.)

ENCLOSURE

"THE LIGURIA"

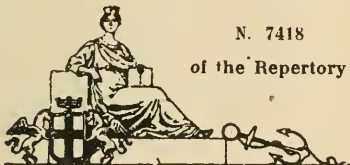
Maritime, Fluvial

& Terrestrial Insurance Co.

GENOA

N. 7418

of the Repertory



## A Policy of Marine Insurance

IN THE TOWN OF GENOA

Genoa, May 4 th, 191...

Firm insured: NIKOLAIEFF & KARLOFF (Braila).

For the voyage from BRAILA to GENOA and back to BRAILA.

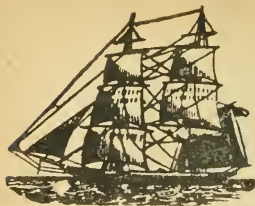
Vessel called « AZOFF » Cap. MUTINOVICH, Master.

Insurance on Hull & Fittings, Equipment & Out-fit money.

For the value of Fifty thousand Italian Lire.

At the premium of 1 1/4 per cent.

Bonardini Bros. Brokers.



## IN THE NAME OF GOD

By the present private contract each of the undersigned underwriters insures, for the sums which he respectively will declare and approve by his own signature, and at the premium here at foot stated, to Messrs. NIKOLAIEFF & KARLOFF

for account of whomsoever, also with verbal order or without any order, Italian Lire Fifty thousand on the hull and fittings, equipment and out-fit money of the sailing vessel called « *Azoff* », Cap. MURINOVICH, master, or whoever in his place also not legally substituted, navigating under Russian flag, or any else she should hoist in future, or any preciser names, both of the ship and of the Captain, to be better determined afterwards. Valued said vessel as follows:

Hull and Fittings	{ Fifty thousand
Equipment and Out-fit money	{ Italian Lire.

To be in force for the duration of the voyage of said ship from BRAILA to GENOA and back to BRAILA.

At the condition and agreements contained in the Regulations of the first August 19... well known to the parties, and to be considered as inserted in the present document, besides the special Clauses and conditions which the Underwriters, or the first of them, will approve explicitly with his own hand on signing the present contract.

The « *Liguria* » insures It. Lire Twenty five thousand.

L. S.

(sgd.) *Vianelli*  
Head Manager

The « *Italia* » insures It. Lire Twenty five thousand.

L. S.

(sgd.) *Mingotti*  
Head Manager.

Registered at GENOA, March 14th, 191...

N. 714, Vol 4, Received Lit. 10.60.

*Nani* - Receiver.

Lit. 50.000 at 1 1/2 %
Premium . . L. 625.—
Costs . . . . » 11:82

TOTAL Lit. 636.82

**d) Averages and Assessments.****529.**

(XXXIX.)

**A. CARBONE**

Buenos Ayres. June the 3rd 191...

General Agent for the Genoese

*To the Manager*

Board of Insurers

*of the Board of Insurers***Buenos & Ayres****GENOA**

Dear Sir: — Through the kindness of Mr. Andrew Badino, who leaves to-day for Genoa on the mail steamer "*Victory* ", I hasten to hand you the sea protest that Cap. Lewis Landi, master of the Italian s/s "*Nemos* ", has extended in cause of the violent storm experienced by the vessel under his command during the voyage from Genoa to this port, when the screw-shaft having broken he was compelled to put into at Bahia in distress. I will do my best to protect strictly the interest of your Company in this unlucky matter and I remain yours truly

*A. Carbone.*

General Agent.

**530.**

(XL.)

**ANNEXED****NATIONAL MARINE NOTARY'S OFFICE****BUENOS AYRES****Captain Landi's Protest.**

In the city of Buenos Ayres this 30th day of June 191... before me, the National Marine Notary, and before the witnesses hereafter mentioned, appeared LEWIS LANDI, master of the Italian steamship "*Nemos* ", accidentally resident at N. 121 Cuyo Str., personally known to me, who declared what follows:

That, acting as Master of said steamer, a staunch and sound vessel in every way fitted for the voyage, he left, with a general cargo on board, on the 12th April last, the harbour of Genoa and sailed, without any accident worth mentioning, untill the 10th of May though he had met with a rough sea and strong winds so as to ship many a sea.

That in said day he called at the port of St. Vincent for coaling and, having completed the bunkers' supply, on the same evening he weighed anchor and sailed, without any special event until the 19th day of May, with a fresh wind and a rough sea, which often washed the vessel's deck and caused her a heavy rolling and pitching.

That having sounded the well, it resulted that more water than the normal quantity was in it, so that all pumps were worked to diminish it.

That during this operation it was observed that the water pumped out contained materials composing the cargo.

That on the 20th inst. the chief engineer told him the screw-shaft had broken, adding that at reduced speed the engine could work still some time.

That, under these circumstances, after having heard his officers' opinion, he decided to change direction and sail for the harbour of Bahia, availing himself of the main sails and of the engine working at half speed.

That signals of distress were made hoping they might be seen by some vessel sailing in those waters.

That at six o'clock P. M. a steamer was seen abaft which resulted to be the "*Nelson*," of

Brazilian flag, the captain of which, after having agreed for the price, took the "*Nemo*," in tow to Bahia, where she arrived on the 21 st of May.

That in said port all necessary repairs were executed, the best it was possible, with the intervention of the Italian consul, the Lloyd's agent, and the Representative of the insured firms, and on the 27 th the "*Nemo*," left for Buenos Ayres where she arrived on this 3 rd day of June after having experienced, during this last passage, a hard rolling and a violent pitching.

That in consideration of what he manifested, he protests to-day against all those it may concern for the damage which may result to the cargo, for demurage and costs arising from his having been obliged to put into Bahia in distress, and for any prejudice and any consequences thereof, and he reserves to himself the right to claim for all aforesaid causes as a general average or otherwise as it may result expedient.

In witness whereof he signed this protest before me and the witnesses who have hereunto subscribed.



(sgd.) *L. Landi* (Master)  
 » *P. Rios* (Witn.)  
 » *S. Conca* (Witn.)  
 » *V. Natal* (Notary).

(For Goods average surveys See Nos. 271-272).

531.

(491.)

**L. GONZALES**

Vera Cruz, November 18th, 191...

IMPORTER

of Parisian Fancy Goods

**VERA CRUZ**

(Mexico)

*Mr. G. Rinaldon***MARSEILLES**

Dear Sir: — I received the day before yesterday the 12 packages forwarded by you on the Spanish s/s "*Carmen*," Cap. Barroso master, but I regret to say a considerable portion of the goods are completely ruined. The steamer having experienced a heavy storm, the salt water poured into the hold and damaged the greatest part of the cases. The Nos 18, 24 & 31 are the only ones that came to hand sound, thanks to the inward tin-boxes; all the others are seriously injured. To prove the damage, I had the legal document drawn up, and I hand it to you under registered cover, so that you may claim the loss of the underwriters.

Be kind enough to send me again, as soon as possible, all the goods composing this shipment, except those contained in cases Nos. 18, 24 and 31. I only await your reply to know what is to be done with the damaged articles, and assuring you of my readiness to serve you at all times, I am, sir, yours faithfully

*L. Gonzales.*

532.

(492.)

REPLY

**G. RINALDON**

Marseilles, December 15th, 191...

DÉPOT

*Mr. L. Gonzales*

of national &amp; foreign Textiles

EXPORTATION

**VERA CRUZ** (Mexico)**MARSEILLES**

Dear Sir: — I am in receipt of your valued letter of the 18th November last, advising me the average suffered by the cases forming a part of my shipment to you per s/s "*Carmen*," I have also

received the legal document, proving the damage, drawn up in due form, in view of which the underwriters are disposed to make good the loss under the clauses of the insurance policy.

Therefore, please proceed at once to the sale, by public auction, of all the injured articles, sending me an account of the same as soon as effected, deducting the expenses incurred thereby. Said bill must be legalized in due form, as it was the case for the declaration of damage.

As to your request to send you again all the goods which formed the last shipment, except those contained in cases Nos. 18, 24 and 31, I feel confident they shall be forwarded at the shortest possible delay, nay I hope to be able to put them on board the "*Burgundy*," leaving on the 1st January, as most of the goods are in my store ready at this moment.

Having nothing else to inform you of to-day, I remain, sir, truly yours

G. Rinaldon.

533.

(493.)

**B. CANGILI**

Buenos Ayres, *February 3rd, 191...*

COMMISSION AGENT  
BUENOS AYRES

*Mr. G. Galeano*

**RIO JANEIRO**

Dear Sir: — I beg to enclose the statement of the average suffered by the pailebot "*Nicholas I*," having on board the barrels of brandy sent by you to this port. You are charged for \$ 216 against 528, so that there is a result of \$ 312 in your favour. Awaiting your instructions how to proceed, I remain

Your obed't servant  
B. Cangili.

ENCLOSURE: *A Statement of Average.*

534.

(494.)

ENCLOSURE

J. J. RODRIGUEZ

&amp;

S. GUERRINI

Average Staters

BUENOS AYRES

*A Statement of General Average*

*suffered by the pautebot «Nicholas I» in her voyage from Rio Janeiro to Buenos Ayres under the command of Cap. G. Gimenes; the adjustment of which was effected by the undersigned average staters appointed by this Court of Commerce.*

**I. — Amount of Losses or Averages.**

1. N. 11 Casks with brandy belonging to Mr. G. Galeano, thrown over board and valued . . . . .	\$ 528 —
3. Damages caused to Messrs. Bastrat & Co's bags of flour on account of jettison . . . . .	320 —
3. N. 12 Bags of flour belonging to Messrs. Gomes & Campi, hove over board and valued . . . . .	48 —
4. Loss of anchors and chain-cables . . . . .	10 —
5. Fees to experts and costs . . . . .	99 60
<b>Total amount of averages . . . . .</b>	<b>1.065 60</b>

**II. — Values contributing to the payment of Average.**

	\$	\$
1 N. 30 Casks with brandy of Mr. G. Galeano valued . . . . .	1.872 —	
» 11 do » thrown over board . . . . .	528 —	2.400 —
2 » 240 Bags of flour of Messrs. Bastrat & Co. valued . . . . .	610 —	
Damage caused to said 240 bags for jettison . . . . .	320 —	960 —
3 » 48 Bags of flour of Messrs. Camartini & Co. valued . . . . .		192 —
4 » 12 Bags of flour of Messrs. Gomes & Campi, hove over board and valued . . . . .		48 —
5 » Value of vessel estimated under average. . . . .	7.920 —	
Freights, crews' wages deducted . . . . .	240 —	
Loss of anchors and chain-cables . . . . .	80 —	8.240 —

**Total amount of value contributing to the payment of average . . . . .** 11.840 —

**III. — Assessment of losses among the values subject to contribution at the rate of  $\frac{1.06560}{11.846}$  viz: 9%.**

	\$	\$
1. G. Galeano's merchandise at the rate of 9% on . . . . .	2.400 —	216 —
2. Bastrat & Co's » » » » . . . . .	960 —	80 40
3. Camartini & Co's » » » » . . . . .	192 —	17 28
4. Gomez & Campi's » » » » . . . . .	48 —	4 32
5. The vessel. . . . .	8.240 —	741 60

**Total balancing losses. . . . .** 1.065 60



## IV. — Contributions &amp; Reimbursements.

REINTEGRATIONS		\$	\$
1. Mr. G. Galeano contributes for . . . . .	216 —		
But he is to receive from contribution . . . . .	528 —		
So that he will collect . . . . .			312—
2. Messrs. Bastrat & Co. contribute for . . . . .	86 40		
But they shall get from contribution . . . . .	320 —		
Than they will receive . . . . .			233 60
3. Messrs. Gomez & Campi contribute for . . . . .	4 32		
But they must obtain from contribution . . . . .	48 —		
Thus they are to get . . . . .			43 68
4. For experts' fees and costs . . . . .			89 60
Amount of reintegrations . . . . .			678 88

CONTRIBUTIONS		\$
1. Messrs. Camartini & Co. lose nothing but are to pay for their part rescued . . . . .		16 28
The vessel contributes for the value of freight and objects lost . . . . .	\$ 741 60	
But she is to have from contribution . . . . .	80 —	661 60
Amount of contributions . . . . .		678 88

*We, the undersigned do certify that the present average is adjusted according to the dispositions of the Argentine Commercial Code and in conformity with the documents and proofs annexed.*

Buenos Ayres, February 3rd, 191... (sgd.) J. J. RODRIGUEZ.  
» S. GUERRINI.

535.

(495.)

**CHARLES VERDI**

Ravenna, February 10th, 191...

Representative  
of English Exporting Firms  
**RAVENNA**

*Messrs. White & Red***BELFAST**

Gentlemen: — I possess your's of the 6th inst. According to its contents I subjoin a receipt for frs. 24.80 signed by Mr. Green, the Agent in Ancona for the s/s « *Flaminia* ». The vessel suffered heavy damages on her voyage and I paid said sum as a provisory share of general average contribution on your 200 rolls felt, as per bond of the first inst., on condition to settle accounts when the average is adjusted and the precise sum we owe is ascertained. For your government I delivered the 200 rolls safe and sound to our Ancona clients. Yours truly

*Charles Verdi.*

## c) Maritime Intelligences.

536.

(XLI.)

BOARD

London, February the 8th, 191...

OF UNDERWRITERS  
LONDON*To the Maritime Insurance Co.*NAPLES

Dear Sirs: — We hasten to send you a copy of the maritime messages we received from Saturday noon up to-day at 11 o' clock A. M. Please to wire us clear and decisive instructions regarding the s/s "*Febo* „ which we expect shall be abandoned to underwriters. Tell us whether we are to contract with the "*Salvage Co.* „ for her recovery against a lump sum payment or if you give up any attempt to save her. Meanwhile we remain yours respectfully

L. Binder.

MENAGER.

537.

(XLII.)

ENCLOSURE

BOARD

London, February the 8th, 191...

OF UNDERWRITERS  
LONDON*Report N. 745.*

## MARITIME INTELLIGENCES.

Ischia, February the 8th.

The brig schooner "*Tristano Jerarche* „ wrecked on this coast; she is insured for 14.000 lire in the George Calimasio Co. of Chio. The crew abandoned the vessel taking with them victuals and clothes. The Captain entered a deed of abandonment and is now awaiting the reply of the Insuring Company.

Sald brig was built at Syra in 1915 and was copper-sheathed three years ago; she has a burden of 277 T. R. and is classed under N. 183 (A. 12 - 2 G 1 - 1 pro) at the Austro-Hungarian Veritas'.

Orders are expected to sell her by auction.

**Belfast, February the 7 th.**

A salvage steamer went yesterday morning on the spot where the stranded Italian s/s "*Febo* „ is lying. The crew had already been taken on shore through boats. The "*Febo* „ lies, at three miles off from the coast, stranded on a shoal with her bow towards N. O.; she is full of water and in a bad position exposed to all winds. They say her cargo of mineral may be worth 16/— per ton delivered at Glasgow, so that its net proceeds is probably not sufficient to pay the salvage costs.

**Montevideo, February the 6 th.**

The Italian bark "*Charles P* „, having been dismantled in cause of a violent storm she experienced, was towed into this harbour some days ago and was examined by the surveyors who suggested to dock her in order to make an attentive survey to her hull after the unloading of the cargo.

They value the ship six thousand pounds and the amount of the necessary repairs about nine hundred pounds, exclusive of dock dues. An independent survey is however to take place inasmuch as her cargo is supposed not to be damaged, consequently, to repair her, neither the unloading of the vessel nor her docking should be necessary.

**Smyrna, February the 6 th.**

The position of the English steamer "*Plymothian* „ is always the same. Her holds are full of water and about 800 tons of goods are wet. If the fine weather sets in, there should be some probabilities of getting the steamer afloat, for her damages, till now, are not very important.

## Algiers, February the 6th.

During the violent storm which raged yesterday morning, the sailing vessel "*Oleg* „, that arrived at this port three days ago, broke her moorings and ran foul of the break-water where she still lies in a very bad position.

Two tugs and several lighters went to assist her and are now trying to get her off.

## Liverpool, February the 7th.

The cargo-boat "*Fearless* „, bound for Hambourg, and the steamship "*Patricia* „ of Dublin, got into collision in the river. As the "*Fearless* „ had sprung a large leak they stranded her at Egremont, but there she broke into two pieces and was completely wrecked. The damages suffered by the "*Patricia* „ are unknown.

538.

(XLIII.)

The Underwriters'  
UNION



BREMEN

Bremen, August the 20th, 191...

To the « *Triquetra* »  
INSURING Co.

PALERMO

Gentlemen: — We have the honour to subjoin the usual report of the maritime intelligences we received lately. As regards the cargo-boat "*Arne* „, loaded with brimstone, that we insured conjointly for her present voyage from Trapani to Swansea, we confirm our two last telegrams, the second of which was reading: "*set afloat, damages not very important* „.

As soon as our Agent at Stornoway, to whom we cabled instructions, sends us the report of survey, we will hand you at once a copy of it,

while we shall do all that is necessary to be done for settling this claim. Meanwhile we remain, gentlemen, yours very faithfully

V. Gold, MANAGER.

539.

(XLIV.)

ENCLOSURE

The UNDERWRITERS'

Bremen, August the 20th, 191...

UNION

Report N. 118.



BREMEN

## MARITIME INTELLIGENCES

London, August the 20th.

The Italian bark "*Savoia*," whereof Maggiolo is master, arrived sound at Falmouth on the 18th inst. for orders, coming from Bahia Blanca whence she sailed on the 16th June last. All is right on board.

Larnaca, (Cyprus), August the 20th.

The Austrian Lloyd mail-steamer "*Elektra*," (Cap. Hachovich), which left Trieste on the 8th inst. bound for Alexandria, being off cape Kiti had the low pressure cylinder cover and the piston rod broken. She was consequently obliged to cast there anchor and will be probably towed to Berutti by the s/s "*Maria Theresa*."

Antwerp, August the 20th.

The English cargo-boat "*Fernmore*," that arrived here from Braila, lost a part of her deck cargo during a violent storm she experienced on her voyage on the 2nd instant.

Goole, August the 20th.

The steamship "*Frankfurt*," coming from Rotterdam with a general cargo, got last night into collision with the steamer "*Rook*," loaded with coal and bound for Cowes. The "*Frankfurt*," suffered very important damages in her hull and the "*Rook*," had her bow seriously damaged.

**Montevideo, August 18 th.**

The Nord-American steamer "*Dora*," going from Mobile to Buenos Ayres, has stranded on the English Bank. Assistance has been sent to her from here.

**Natal, August 18 th.**

The Italian sailing vessel "*Nina Marsaglia*," was sold to the Portuguese authorities at Delagoa Bay to be used at Cape Inyack as pilots' guard ship.

**London, August the 20 th.**

A telegram from Novorossick informs our agency that the English steamer "*Cliffon*," has stranded in the regions of Soujour Point. Assistance was sent to her. The weather is rather mild and favourable to the salvage operations so that they hope to get her off with a little sacrifice.

**New York, August the 20 th.**

The French transatlantic liner "*La Savoie*," sailing from Havre to New York, signaled to have her screw shaft broken.

**Tangiers, August the 20 th.**

The Swedish steam-boat "*Iran*," was set afloat and towed into this port. They are going to repair her.

**Drummore, August the 20 th.**

The English cargo-boat "*Gordon*," on her voyage from Maryport, loaded with coal, has stranded in Clampart bay near Galloway during a heavy storm. Her engine room is leaky. If the weather gets better there is a hope to set her afloat; meanwhile they are about lightening her.

**Berwick, August the 20 th.**

The Norwegian three-masted-ship "*Maya*," sailing from Sunderland, has sunk off the Farne Isles. Her crew is rescued.

**Montevideo, August the 20 th.**

The English steamer "*Lord Robert*," from Baltimore, arrived here with a conflagration on board. The fire was put out but the cargo in the main hold is damaged. As soon as unloaded she shall proceed to Buenos Ayres.

**Rouen, August the 20 th.**

The French steel bark "*Trignac*," arrived here on the 17 th inst. from Rosario. Having stranded near Guernesey, her hull was seriously damaged under the floating line on a length of about 40 feet and her keel is partly broken or bent in. She will be docked and repaired.

**Corcubion, August the 18 th**

Divers are going on stopping the leaks of the English steamer "*Rosario*," that has put in here in distress. The cargo on board presents some difficulties, nevertheless four lighters have already been loaded and it is presumed to have thus lightened her sufficiently.

**Hamburg, August 18 th.**

The Italian bark "*Elisa* » (captain De Rosa) arrived here somewhat damaged. She is now repairing on her moorings.

**Colombus, August 18 th.**

The English steamer "*Crusader*," on her voyage from Tagal to Port Said, ran foul of the Gafur reefs on the 12 th inst. and is half full of water. A part of the cargo was thrown overboard. The vessel lies in a dangerous position and her salvage depends on the weather conditions. A steam tug of the government is on the spot to assist her.

**Stornoway, August the 17 th.**

The cargo-boat "*Arne*," of Christiania bound for Swansea loaded with brimstone, has stranded last night at Barnahull Bay.

The attempts made this morning by the tugs to get her off were unsuccessful. The steamer is lying in a position quite exposed to the sea and winds, and is leaky. Her salvage depends on the conditions of the weather, which is now tolerably fair.

### St. Vincent, (Cape Verd) August 16th.

The cargo taken away from the Danish s/s. "*Drumeruil*," which wrecked at Bonavista on the 7th May last, was shipped on the English steamer "*Lombardy*," bound to Rio Janeiro.

### Melbourne, August the 16th.

The surveyors who visited the French bark "*Gael*," arrived here damaged, valued the cost of repairs in the sum of 3450 pounds, inclusive of towing fees.

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## VESSELS MET AT SEA

"*Olivari*," — Italian bark from Gulfport to Buenos Ayres, met on the 3rd of August at 14 miles S. E. from Fowey Rocks by the s/s "*Sirio*,". All right on board.

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## FREIGHTS

### Calcutta, August 14th.

Freights are dull. For Dundee per steamship they quote 18/9, September shipment.

### Norfolk, August 18th.

The Italian steamer "*a Fiaucia*," was chartered for Savona at 13/3 per ton.

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**Obs.** — *The preceding intelligences, as well as those given under N. 537 may be used as subjects for developping letters on shipping matters, and for composing answers thereto.*



## § 22.

### STOCK DEALINGS

**Public Funds: National & Foreign Stocks  
Shares & Bonds — Exchanges  
Financial Reports.**

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**540 — 550**

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## § 22. — STOCK DEALINGS

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### Public Funds — National & Foreign Stocks Shares & Bonds — Exchanges.

540.

(496.)

GEORGE WILSON

Buenos Ayres, June 15<sup>th</sup>, 191...

LAND OWNER  
ROUEN

*Messrs. L. Verdan & Sons*  
BANKERS



PARIS

Gentlemen: — Desiring to profit by the advance to which 3 % French rent is looking up in the Parisian Exchange, I beg you to sell, at the best price you can get, the 1500 francs 3 % rent I handed you on the 12<sup>th</sup> inst.

Should you think it would be more convenient for me to sell such funds payable at the rate of this month end's course rather than for cash, I give you beforehand full faculty as I rely entirely on your well known experience in Change matters.

As soon as you have settled this affair please wire me particulars, and in a letter of yours inform me thoroughly of the present quotations of North American Stocks. Any peculiar hint stating whether it is convenient or not to invest funds in such bonds, will oblige

*Yours truly*  
*George Wilson.*

541.

(497.)

REPLY

L. Verdan &amp; Sons

Paris, June, 17 th, 191...

BANKERS  
PARIS

Mr. George Wilson

ROUEN

Dear Sir: — We confirm our telegram of yesterday informing you of the sale of your 1500 francs 3% rent at this month end's course viz: fr. 101.50 We beg to give you now account thereto as follows:

Sold 1500 fr. French rent 3% dividend from 1st July				next at fr. 101.50 . . . . .		Frs. 50.750		—
Commission	1 1/2 p.	00/00	Frs.	76	10			
Brokerage	1/2 p.	00/00	"	25	35			
Stamp of note			"	1	80		103	25
						Frs.	50.646	75

with which sum we credit your a/c., reckoning interest from 1st July next.

We are devoted to your valued orders if you wish to invest such a sum in North American Stocks which are highly esteemed in our Exchange and looked for by serious capitalists.

A proof of their solvency, and a demonstration of how much they are valued nowadays, is that they are quoted far beyond par, being sold without any difficulty at 106 1/2. Dividends are not paid in Paris, but all facilitations for coupon collections are to be found here at the normal rate. For your government, dollars are quoted to-day at frs. 5.20. In case of need please to wire us.

Yours very obed'tly

L. Verdan &amp; Sons.

542.

(498.)

VERGANI BROS.

Modena, March 6 th, 191...

Proprietors of the Tenements

Mr. Peter De-Muttini

OF DOLCEACQUA

BANKER

MODENA

PARMA

Dear Sir: — We should be inclined to participate to the subscription just now opened for the new issue of 1000 shares at 500 lire each of the great « Veilino Acqueduct ». Give us leave to beg you to have the goodness to subscribe N.º 25 of them for our account, informing us now and then on the progress of this great enterprise.

Please to debit us in a/c. with the amount of the first instalment, which you are to pay down in the moment when subscribing, fixed in 10% of their nominal value; Be so good as to keep in deposit the certificates or provisional shares which shall be delivered to you and have care to effect the subsequent payments as soon as share-holders may be requested for by the Company, debiting, of course, our account with their amounts and apprising us of it. Awaiting your answer on this subject, we remain

Yours truly  
Vergani Bros.

543.

(499.)

**A. CANINI**

STOCK - BROKER  
**GENOA**

Genoa, October 18th, 191...

The

«*Ligurian Union Bank*»**CHIAVARI**

Gentlemen: In reply to your esteemed letter of the 14 inst. I beg to give you the following particulars on our financial market.

**Steel-Works Bonds.** — The stock-exchange has been somewhat excited to-day and a remarked oscillation took place in business. A great animation prevailed in *Terni Steel-works bonds* which looked rather up towards the closing. The *South ones* have slightly improved.

**Exchange.** — Should the exchange on Vienna continue to go down we shall have a great many remittances on that place. Paris quotes costantly 106.15.

**Foreign Funds.** — Foreign funds were very languishing. English funds are still looking down.

**Quotations.** — The closing quotations are the following ones:

Italian Rent 3.75% . . L	102	South R. R. Bonds . . L	788
Bank of Italy . . . »	901	English Consolidate . . »	104
Terni Steel-Works . . »	1330	Spanish . . . »	75

Having nothing else important to inform you of, I beg to remain

Yours truly  
**A. Canini.**

544.

(500.)

**A. CANINI**  
**STOCK-BROKER**  
**GENOA**

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Genoa, October 22 nd, 191...

*The « Ligurian Union Bank »*

**CHIAVARI**

Gentlemen: — I confirm my respects of the 18th inst. and without any valued orders from you, I beg to communicate you fresh particulars on our money market.

**Funds.** — There was little business on 'change to-day. The Italian rent remained stationary. In South railway shares there was little doing these last days. A cheerful tone was noted on opening, yielding somewhat towards the close.

Please, note the following last quotations:

Italian Rent 5% . . . L.	102	South R. R. Bonds . . . L.	707
Bank of Italy . . . »	900	English Consolidate . . . »	103
Terni Steel-Works . . . »	1327	Spanish . . . »	74

**Agio.** — The agio on gold has reached 6,25 %.

**Exchange.** — Little variation on foreign exchanges has been remarked to-day. Antwerp has slightly diminished.

**Consolidates.** — You have, no doubt, noticed consolidates have been several days unvaried, to-day, however, they were quoted one franc less. Their liquidation is very doubtful,

Yours truly  
A. Canini.

545.

(XLV.)

**Pasini & Carli**

Genoa, June 26 th, 191...

STOCK - BROKERS

*Mr. L. Canzini*

GENOA

NOVI LIGURE

Dear Sir: — On the 3rd inst. expires the temporary order you kindly gave us of selling for your account five thousand lires of Italian rent 3.75 % at 102. As we could not yet execute it, we beg you, if you still have in mind we are to do such a transaction, to renew the order to us by wire, leaving us a margin of 25 centimes.

Awaiting your favourable message, we remain your respectfully

*Pasini & Carli.*

546.

(XLVI.)

(CONT.)

**Pasini & Carli**

Genoa, June 28 th, 191...

STOCK - BROKERS

*Mr. L. Canzini*

GENOA

NOVI LIGURE

Dear Sir: — In pursuance to your telegraphic order received yesterday reading: " I reconfirm granting the required latitude „, we have sold to-day for your account 5.000 lires Italian Rent 3.75 % at Lit. 101.75 payment at the end of this month and are now awaiting you send us the bonds to make their delivery to buyers. We present you meanwhile our best respects

*Yours truly*  
*Pasini & Carli.*

547.

(XLVII.)

**G. CARINI**

Sestri Ponente, September 26th, 191...

**Manufacturer**  
**SESTRI PONENTE.***Mr. Scotti Lewis***GENOA**

Dear Sir: — Pursuant to our yesterday's interview I beg you to buy for my account, at the cheapest rate, against payment at the end of this month, 50 Debentures of the Metallurgical Co, informing me by 'phone when the bargain is brought to conclusion in order I may prepare the necessary funds to take delivery of the shares. Awaiting your communication I remain yours most sincerely

*G. Carini.*

548.

(XLVIII.)

REPLY

**LEWIS SCOTTI**

Genoa, September 27th, 191...

**Stock Broker**  
**GENOA***Mr. G. Carini***SESTRI PONENTE.**

Dear Sir: — I am in possession of your yesterday's favour and pursuant to our 'phone conversation I confirm herewith to have bought for your account 50 Metallurgical Bond at Lit. 174, delivery at the end of this month. Awaiting your instructions for the remittance of the funds for this bargain, I am quite at your disposal should you decide to sell the "475 liras Italian government bonds 3.75 % „ of which you spoke to me. Without further I beg to remain yours truly

*Lewis Scotti.*



**Financial Reports.****549.**

(XLIX.)

**ROSSI & BRUNO****STOCK BROKERS****GENOA**

Genoa, December 31 st 191...

Gentlemen,

We call our friends' attention on some securities of flourishing and well managed industrial Companies having an honourable past and a promising future. This Companies' bonds have experienced, we know, a fall, nevertheless we still recommend them to capitalists as a remunerative investment of their funds with a great probability of augmenting their principals and interests.

**Elba Mines.** — The great rise cast iron experienced lately in England, say from 56 to 63/—, or over 10% per ton, shall bring to this Company a large benefit. They calculate it will amount, for the past exercise, to four millions, with a probable dividend of 25 lire, some one say even 30 lire. Since January 1916 the Company was authorized to augment the yearly put out from 250.000 to 450.000 tons under the obligation however to sell at cost price 180.000 tons to several Italian foundries, so that they shall have still at their disposal 270.000 tons instead of 160.000 they had for the past. The benefit, reckoned on the present price of cast iron, should be of about 40 lire per tons, but, besides these incomes, the Company is to

have in future other sources of profit from the new installations about being completed or planned. In fact the Company's bonds are quoted about Lit. 510/512 and look decisively on the rise.

**Sliderurgical Works of Savona.** — These factories are, as reports run, overcharged with orders, and the renewal and augmentation of the railway fixed and rolling stock, guarantee this Company an abundant and remunerative work for several years, so that it is a general opinion their bonds shall reach in short the high quotation of L. 425.

**Italian Iron Foundries.** — This Company possesses four large foundries and is greatly interested in the Steel Works at Bolzaneto and in a Lignite Mine at Casteani. They can therefore profit a great deal by the prosperous period that the metallurgical industry is presently in, both in Italy and abroad. A dividend of Lit. 20, perhaps also 22, is probably paid for the past exercise and the price of bonds oscillates between 325/328 lire.

**Miani & Silvestri's Mechanic Works.** — The two large establishments at Milan and Naples shall be busy for many years with a profitable work, viz: the building of many a thousand cars which the Italian Railways are in great need of. A dividend equal to last year's is to be expected. At present most shares are the property of serious capitalists, so that their price keeps up to 150 lire.

**Neptolo.** (*Types foundry — Printing machines factory*). — The Company's principal works are

at Turin but they have also branch houses at Genoa, Milan etc. A part of their production is sent abroad where the Company's mark is favourably known. The capital was raised from 3 to 4 millions in the month of October last. The dividend of 7 % constantly given during the first six exercises, shall be probably also given in future and perhaps still enhanced.

**Subalpine Foundries.** — Owing to the marvellous development which the mechanical industries have taken in Turin, these foundries are to have a very abundant and remunerative work. The bonds with six months' dividend warrant attached, are quoted L. 230 or thereabouts.

**Lombard Ligurian Sugar Refinery.** — The Company possesses, in the sugar branch business, two refineries and five factories, and in another industrial branch, a jute bag spinning mill and a distillery. The large refinery at Sampierdarena, which produces daily 3000 cwts., represents by itself almost the half of the sugar consumption in Italy, which is of about two millions cwts. per annum. Shares are quoted this week about L. 400.

**North Italian Corn Mills.** — They have a capital of 8 millions and their balance sheet shows 7½ millions of reserve funds. This Company has five mills in action, which were let out to the "Mill Exercising Company". In spite of the great competition of several mills, the North Italian, even before the agreement, have distributed a dividend of 20 lire. A large fluctuating stock of shares is now the property of firms of good standing, so that their price is of about L. 350.

**Genoese Sylos.** — The planned enlargements of the Silos, now in course of execution, redouble their capacity, and shall be completed for next season. The present capacity is of 24.000 tons of grain, and when all new works are finished, it shall be of more than 45.000 tons. Sylos bonds are quoted to-day L. 275 and are rather looked for.

*We shall be glad to receive your valued orders, and while we are at your disposal for any further informations, we present you our best wishes for the new year, and remain respectfully yours*

ROSSI & BRUNO.

550.

(L.)

ROSSI & BRUNO

**STOCK BROKERS**

GENOA

Genoa January 15th. 191...

*Dear Sirs,*

*In addition to our last "Financial Report," of December 31st we are glad to give you the following further information which we hope may be of some interest to you.*

**Genoese Electrical Works.** — This important Company distributes in Genoa and its neighbourhoods the energy and electrical light and follows the rapid development of the town. The Company has a concession lasting 30 years for the exclusivity of public lighting, and 90 years for the lighting of private buildings, and extends its action from Chiavari to Voltri and from Genoa to Pontedecimo and to Prato respectively, what offers a large prospective of future profits. The last dividend paid was of L. 25.

**Union of Manure Producers.** — The importance and prosperity of this Union are rapidly growing. They possess presently 27 manure and chemical produce factories in the best regions of the Kingdom, besides the copper pirites mine

at Agordo (Belluno). Those who bought last year bonds of this Union have almost redoubled their capitals inasmuch as two dividends of L. 15 have been paid.

**Terni Steel-Works.** — We only refer the opinions of the partisans and adversaries of these Works.

The optimist say :

1) That no Company ever made so many amortizations and reserves as Terni did.

2) That among the bonds of industrial participations, the Company's balance sheet shows those of the "*Siderurgical Works of Savona*," at issue price instead of their present higher value.

3) That the Terni have so many orders as to work during two or three years and that they may, with great probability, distribute a dividend of 90/100 lire.

4) That, though ere this, the armour plates were not perfectly built, now through Krupp's patent and the new installations, they result very satisfactory and stand any competition, and even when their prices were reduced, the Company is to have still a large profit left.

5) That the Government has a great interest to maintain in Italy a first rate establishment for the building of armour plates, as Germany and France do.

The pessimist object

1) That after the Midvale contract was made, the Terni Works monopoly may be considered as completely over.

2) That the Midvale Company may establish a branch factory at Naples.

3) That a New Cabinet might decree to establish a government steel-work of their own, which should be greatly prejudicial to Terni.

Our friends are to judge which opinions have better bases.

**Rubattino.** — Though the present conventions with the Government should not be prorogated, the Company is on a good standing. The 70.000 new shares shall be equalled to the old ones against payment of the difference for the dividend. In the foregoing years some unlucky events happened: 2 steamers were lost and besides the staff struck

work. Let us hope that in future things may be better in every respects. At present bonds bear the price of L. 475.

**Venitian Bonds.** — Last year a change of the debentures took place: 5 old bonds exchanged against two new ones of L. 200. Since some time these stocks are dull: holders keep them and speculators do not see at present anything to be done with them. The dividend is not yet known and bonds are quoted about L. 225.

**Italian wheat Mills.** — Though no dividend at all was distributed last year on account of the hard competition arisen among the several factories, these bonds still enjoy a good reputation and the future dividends shall indemnify share-holders, for the now missed compensation, in view of the large part the Company is to have in the profit of the Corn Mill association.

**Moto cars Companies.** — Last October, it is said, an agreement was signed between the "Far and Velox Companies," under which the former was to give 5000 new shares, to be issued at L. 325 ex-coupon, against 5000 shares of the latter at L. 200, with the faculty to give them back at 250 lire should they not reach above this price on 'Change in the first six months. The dividend is said to be of L. 35 though large redemptions of bonds have been decided. This week Far's shares were quoted about L. 510.

As to the "Rapids," stocks, on account of the successive issues at high premiums and of the profits realized on financial operations, the Company has now a reserve fund of 5 millions and an issued and paid up capital of L. 1.825.000 lire. Rapid's shares are quoted to-day 152 liras.

*While we are completely at your disposal to furnish you any further particulars you may require, and to keep you well informed on current rates, either by wire or by sending you our daily report, we remain yours most respectfully*

ROSSI & BRUNO.

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**Obs.** — *The reports above written, as well as those given under N. 549, may be used as subjects for developping letters on the situation of certain stocks and for composing the relative answers.*

## § 23.

### TELEGRAMS

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- a)* Enquiries on solvency.
- b)* Goods: Orders and their execution.
- c)* Conveyances by land and water.
- d)* Forwarding Agents and Commissioners.
- e)* Claims and Protests.
- f)* Banking business-Drafts & Letters of credit.
- g)* Shipping matters.
- h)* Commerce in particular - Coals.
- i)* Commerce in particular - Cast-iron.
- k)* Averages & Insurances.





## § 23. — TELEGRAMS (¹)

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### a) Enquiries on solvency (²).

1.

(Rome) (³) *Charles Erba — Milan.*

Frascati asks four thousand francs credit — may I grant it?

*Norsani.*

---

2.

(Milan, *Norsani, Hotel Italia — Rome.*

Grant credit asked for, against acceptance short date.

*Erba.*

---

3.

(Genoa) *Bona, Brothers Barbaroux Street — Turin.*

Brugnoli demands goods on time giving your references — may we send?

*Bianchi & Lupi.*

---

4.

(Turin) *Biànchi Lupi — Campetto — Genoa.*

Firm Brugnóli solid but advise not to grant too large a credit — six thousand lire at the most.

*Bona.*

---

5.

(Barcelona) *Vidal Banker — Madrid.*

What credit may I grant *Varaña Brothers*?

*Nandez.*

---

(¹) These telegrams, beside being a specimen of telegraphic style, are to be used as subjects for compositions of letters to be developed by learners.

(²) For other messages on the solvency of a firm see Pages 80, 82.

(³) The town name in a parenthesis is that of the forwarding office.

6.

REPLY

(Madrid) *Nandez — Barcelona.*

Varaņa very solid — have open account with us two hundred thousand pesetas — but doubtful morality — we assume no responsibility.

*Vidal.*

b) Goods - Orders and their execution.

7.

(Braila) *Milani — Trieste.*

Your offer impracticable — minimum 18 cif Venice.

*Rosinsky.*

8.

REPLY

(Trieste) *Rosinsky — Braila.*

Settled up with Wilson 17/9 otherwise business lost — disposed pay half difference.

*Milani*

9.

(New York) *Blackbird — Philadelphia.*

Renew your limits for refined borax, can probably place shortly.

*Wilson.*

10.

REPLY

(Philadelphia) *Wilson — New York.*

Borax mark star 18.25, Extra 19 fob Boston — offers unaccepted.

*Blackbird.*

11.

(Odessa) *Renan — Paris.*

Sold 4075 Berdianska at 17.20 Firmen Bros. — Settled up Didot Bonet at 17.25 — North Company offers 18 — ire instructions.

*Vissovich.*

12.

REPLY

(Paris) *Vissovic*h — *Odessa*.

Jales Firmen Didot approved — Try obtain 17.10 from North Company.

Renan.

— • — • —

13.

(Christiania) *Bartsch* — *Hamburg*.

Urgent selling off old stock-fish before arrival fresh supply — abundant fishing — prices probably fall — I am awaiting firm offers.

Borsen.

.....

14.

REPLY

(Hamburg) *Borsen* — *Christiania*.

We cannot make a firm offer but can probably place at 12/9 — in case of fall authorize us to sell at 11/12.

*Bartsch Bros.*

— • — • —

15.

(Malaga) *Jackson* — *Newcastle*.

Norris Bros. offer 12/6 reply no later than to-morrow forenoon

*Clark*.

.....

16.

REPLY

(Newcastle) *Clark* — *Malaga*.

Offers Norris unacceptable, ultimatum 13/6, no urgency to sell off.

*Jackson*.

— • — • —

17.

(Havre) *Renalla* — *Buenos Ayres*.

Impossible shipping pipes latter end instant — working behind twenty days — beg buyers to wait.

*Carral*.

18.

REPLY

(Buenos Ayres) *Carral* — *Havre*.

Buyers intend receiving cargo fixed date only admit justified  
main-force hinderance.

*Renalla.*

19.

(Stockholm) *Chapel* — *London*.

Landstrom offers 18/5 January/February — wire confirmation  
otherwise competition carries off business.

*Bardy.*

20.

REPLY

(London) *Bardy* — *Stochholm*.

Impossible accept — ultimatum 18/8 — if March 18/6.

*Chapel.*

21.

(Santa Fé) *Carachó* & *Villa* — *Tucuman*.

Known leather lot is urgent must be delivered end instant.

*Corbetta.*

22.

REPLY

(Tucuman) *Corbetta*, *Liberty Square* — *Santa Fé*.

We send all doubtlessly to-morrow — writing.

*Caracho Villa.*

23.

(Rosario) *Castagnino* & *Merello* — *Buenos Ayres*.

Hides look deeply down favorable buying — should you accept  
4000 cows' skins joint account?

*Gario.*

24.

REPLY

(Buenos Ayres) *Gario*, 4 de Mayo — *Rosario*.

Accept disposed paying for cash should high discount be granted.

*Castagnino Merello.*

25.

(Tripoli) *Signorile* — *Messina*.

Your commission executed left by steamer — per post hand you specification goods shipped.

*Palazzi.*

26.

(Marseilles) *Bang* — *Baltimore*.

We withdraw our offer of 10.50 having not received reply in due time — re-offer same mark at 11 end inst.

*Nizard Bros.*

27.

(Rio Janeiro) *Moro* — *Genoa*.

Ship on first steamer 100 star-branded oil tins ten pounds each — market cheers up — competition out of stock.

*Marango.*

28.

(Bahia) *Cassinelli* — *Naples*.

Delay shipping fifty cases pastes to next month — market dull — difficult selling.

*Coural.*

29.

(Pernambuco) *Verrina* — *Bari*.

Ship ten pipes wine as customary — care alcoolisation avoiding trouble clearence — few left, sold off yesterday fairly.

*Bastiat.*

30

(Rosario) *Borangi* — *Palermo*.

Renew at once last commission which was sold off on arrival.

*Bondial.*

## c) Conveyances by land &amp; water.

31.

(Genoa) *Williamson* — *New York*.Steamer *Napoleon* left with full cargo marble slabs addressed to you — take care their delivery — protest if any slab broken.*Noli.*

32.

(Rotterdam) *Blindy* — *Brindisi*.

I sent off requested packages by Express Orient care of R. R. Depot — Ask for them.

*Wardt.*

33.

(Milan) *Rosetti* — *Udine*.

I sent to-day waggon N. 81.741 complete slow train.

*Binda.*

34.

(Verona) *Carmanni* — *Turin*.

Your commission leaves to-day fast train prepaid Moncalieri Depot — take delivery at once avoiding deterioration.

*Bonardi.*

35.

(Milan) *Bright* — *Genoa*.Waggons detained R. R. Depot for want of transit-bond informed to be sent through registered letter on 24<sup>th</sup> instant — take due steps to avoid fine and demurrage.*Virgetti Bros.*

36.

(Amsterdam) *Lindeman* — *Copenhagen*.

Send goods by steamer — impossible waiting for uncertain arrival of a sailing vessel — must deliver before 15 th.

*Bowsen.*

37.

(Savona) *Blackstone* — *Swansea*.

Clay not arrived urges taking steps — manufacturer protests.

*Wilson.*

38.

REPLY

(Swansea) *Wilson* — *Savona*.

Ship passed through Gibraltar strait very good conditions.

*Blackstone.*

d) Forwarding Agents & Commissioners.

39.

(Cardiff) *Bauer* — *Genoa*.

Consequence accident Walker Colliery shipment cargo delayed about ten days, claim to receivers indulgence accordingly.

*Bark.*

40.

(Pisa) *Lanata* — *Naples*.

Send at once acknowledgment to prosecute researches where waggon lies — make applications depart-office.

*Rosso.*

41.

(Havre) *Rad* — *Glasgow*.

Should you not obtain our quotations wire best offer to be had — we think one shilling less will lead to transaction.

*Bonet.*

42.

(Rome) *Bergalli* — *Vicenza*.

Call on Messrs. Sivori & Nani who wish to settle accounts and give new orders — remember my instructions as to credit.

*Bosetti.*

43.

(Valenza) *Roselli* — *Como*.

Please have goods sent yesterday to Mr. Varenghi forwarded on per steamship.

*Lastrico.*

44.

(Milan) *Rosenthal* — *Zürich*.

Clear from custom-house complete wagon goods sent by us to St. Gall — try avoid breakage and send them destination.

*Costa Verina.*

### e) Claims & Protests.

45.

(Bologna) *Verdasch* — *Trieste*

Wilback angry for your not answering — should you not send at once fixed material is obliged stop works and holds you responsible for damages.

*Barrak.*

46.

(Buda-Pest) *Polard* — *Costantinople*.

Your telegram incomprehensible — write with particulars.

*Jarny.*

47.

(Leipsic) *Bono* — *Genoa*.

To settle claim Vergani offer without prejudice 15 pounds.

*Ward Merschak.*



48.

(Savona) *Bird* — *Cardiff*.

Cargo "White Star", result 1500 pounds short from bill — captain refuses pay difference protesting against damages and delay — wire orders.

*Wilson Ward.*

49.

REPLY

(Cardiff) *Wilson Ward* — *Savona*.

I do not know which delay and damages captain wishes to protest — he must pay short delivered goods — case occurring authorise you compound 50 %.

*Bird.*

50.

(Arona) *Verga* — *Milan*.

Wagon arrived with a short weight of 130 kilos — we do not accept it.

*United Foundries.*

51.

REPLY

(Milan) *United Foundries* — *Arona*.

Authorize you accepting wagon at once — it was sent off weight ascertained by R. R. depart office. I will lay a claim.

*Verga.*

52.

(Bordeaux) *Blackbird* — *Glasgow*.

Buyers protest will stock themselves here for your account — serious damages — hurry on and wire.

*Bonet.*

*f) Banking business — Drafts & Letters  
of credit.*

53.

(Nantes) *Berthet, Rivoli Street — Paris.*

May we discount draft Bernard St. Honoré Street frs. 2700?

*Cordon.*

54.

REPLY

(Paris) *Cordon — Nantes.*

Refuse discounting he had drafts protested last month — he is badly off.

*Berthet.*

55.

(Boston) *Melvaky — Chicago.*

Wilson refuses accepting draft 1200 dollars, what are we to do?

*Wardy Benk.*

56.

REPLY

(Chicago) *Wardy Benk — Boston.*

Protest for non-acceptance assigning him a bankrupt.

*Melvaky.*

57.

(Berlin) *Varvsky — Moscow.*

Rosich did not pay draft 1900 marks adducing being out of cash.

*Reinach.*

58.

(Moscow) *Reinach — Berlin.*

Draw up protest for non-payment — my letter follows.

*Varvsky.*

59.

(Rome) *Geranzani — Turin.*

May we value on you end instant 1900 lire balancing our last invoice?

*Rossi Verga.*

-----

60.

REPLY

(Turin) *Rossi Verga — Rome.*

Your signature will be duly honored on presentation.

*Geranzani.*

-----

61.

(Vienna) *Barlotti, Banker — Trieste.*

I delivered to Mr. Schneider a letter of credit of 8000 crowns on you — prepare a friendly welcome.

*Bleck.*

-----

62.

(Naples) *Cardini, Banker — Genoa.*

italini presents letter of credit unadvised of twelve thousand francs asking four — do you authorize payments?

*Rusponi.*

-----

63.

(Lisbon) *Varalho — Barcelona.*

May we issue letter of credit on you for 25,000 pesetas favour Ballador?

*Baranas.*

-----

64.

(Malaga) *Bendajos — Barcelona.*

Your cheque for 1500 pesetas order Barilla is presented for collection — wire us your instructions whether to pay or not.

*Manjo Borella,*

-----

## g) Shipping matters.

65.

(Stockholm) *Bornot* — *Brest*.

Have opportunity chartering steamer 2000 tons ready to load in 15 days — hope offering 15/6 conclude transaction — wire immediately.

*Pagansen.*

66.

(San Francisco) *Gold* — *New York*.

"Labrador", shipping new crew expects sail shortly — owners think desirable leave out calling Pisagua — telegraph if charterers agree.

*Barglain.*

67.

(Cette) *Barang* — *Marseilles*.

Wire if you can supply us and at what freight about 180 tons pig-iron for ballast three months voyage.

*Richard.*

68.

(Marseilles) *Richard* — *Cette*.

Not disposing quantity enough I decline your request.

REPLY

*Barang.*

69.

(Braila) *Gorgon* — *Odessa*.

"Mathilde", expected to be ready to load in about six days, we hope to be still in time to save the charter.

*Karloff.*

70.

(Gibraltar) *Garrett* — *Glasgow*.

Steamer disposed to go to Plata — authorize us former price we are practically certain to strike the bargain.

*Ward.*

71.

(Marianople) *Bory* — *Rotterdam*.

Steamer "*Virginia*" was freighted to other charterers — we offer "*Alabama*" at 6/2, wire.

Barchai.

72.

(Newcastle) *Baroni* — *Savona*.

Market excited — freights rapidly advancing — we advise you to charter "*Morning Star*" 14/4 otherwise bargain is lost.

Ward.

73.

(Petersburgh) *Morgsen* — *Christiania*.

Competitors are after same ship — telegraph best proposal.

Micheloff.

74.

(Batavia) *Banglar* — *Calcutta*.

Have chartered steamer "*Napoleon*" 7/6 expected ready to load on Monday — give us instructions.

Morland.

75.

(Genoa) *Verglansen* — *Bergen*.

For exuberant tonnage eight vessels leave in ballast homeward bound North seas — freights look down.

Calvi.

*h) Commerce in particular — Coals.*

76.

(Genoa) *Cankdale* — *Glasgow*.

Bozzano offers firm 2/3000 tons Coke december 18/- cif Genoa option Savons for cash against documents.

Lazzari.

77.

REPLY

(Glasgow) *Lazzari* — *Genoa*.

December impossible offer firm November 18/3.

*Cankdale.*

78.

(Newcastle) *Lanala* — *Genoa*.

Offer 27/2800 tons — steamer from Cardiff ready about 20/28  
 March — option cancelling 28/8 cost freight Montevideo 200  
 tons daily discharge — wire if you accept.

*Jefferson.*

79.

(Naples) *Black* — *Newcastle*.

Telegraph respecting Walker coals January/February — com-  
 petitors here have positive offers from Newcastle sellers  
 — how can that be? — Surprised no word from you.

*Bertorello.*

80.

(Mantua) *Rojet* — *Marseilles*.

Abatement Marmier impossible — can renew offer 28/6 against  
 telegraphic answer by return, otherwise have other pur-  
 veyors ready deliver us coal.

*Rolandi.*

81.

(Turin) *Campi* — *Savona*.

Accept your offer — send at once two wagons Coke real Ga-  
 resfield.

*Boni.*

82.

REPLY

(Savona) *Boni* — *Turin*.

Steamer with Coke expected arrive to-morrow — as soon as  
 discharged shall send two wagons requested.

*Campi.*

83.

(Lisbon) *Marango* — *Gibraltar*.

Would accept 1200 tons tendered if 21 shillings, price equal last lot — competitors offer — await your answer before deciding.

*Wilson.*

84.

REPLY

(Gibraltar) *Wilson* — *Lisbon*.

Being not authorized to accept twenty one I wire Cardiff. Monday shall reply, to-day impossible.

*Marango.*

85.

CONT.

(Gibraltar) *Wilson* — *Lisbon*.

Colliery proprietors approve sale 1200 tons at twenty one.

*Marango.*

## i) Commerce in particular Cast-iron.

86.

(Pisa) *Canale* — *Leghorn*.

Send immediately wagon cast-iron Govan 95 lire free R. R. Depot Pisa.

*Vivaldi.*

87.

REPLY

(Leghorn) *Vivaldi* — *Pisa*.

Having not Govan offer you Eglinton 95.60 ready to be discharged — wire by return.

*Canale.*

88.

(Turin) *Garetta* — *Savona*.

Send 800 tons Florence cast-iron lire 81.50 free on truck at  
Turin against bill four months, delivery November-December.

*Roux.*

89.

REPLY

(Savona) *Roux* — *Turin*.

Though price is looking up accept your offer 81.50 free Turin  
Depot — I send you contract for signing.

*Garetta.*

90.

(Leghorn) *Nardoni* — *Genoa*.

Wire your ultimatum 200 tons Eglinton to be shipped first  
fortnight instant cif Leghorn.

*Vignale.*

91.

REPLY

(Genoa) *Vignale* — *Leyhorn*.

I offer 200 tons Eglinton, to be shipped within instant soonest  
possible, at 97 cif Leghorn.

*Nardoni.*

### *k) Averages & Insurances.*

92.

(Trieste) *Verdona* — *Palermo*.

Have Agents Underwriters ascertain weight coal delivered —  
meanwhile point out rough estimate jettison.

*Carrana.*



93.

(Naples) *Burcador* — *Malaga*.

Please intervene average "*Black Prince*," for Underwriters' account appointing surveyor your confidence.

*Leony.*

94.

(St. Vincent) *Venturi* — *Naples*.

"*Calabria*," arrived under average having thrown overboard a part of your cargo — if insured wire name insuring company.

*Bancheri.*

95.

(Brindisi) *Bordoni* — *Genoa*.

Captain "*Angiolina*," declared has thrown overboard four tons cast-iron — inform insurance companies.

*Rerchi.*

96.

(Montevideo) *Varand* — *Marseilles*.

Captain "*Ida*," entered a protest fearing cargo being damaged.

*Randina.*

97.

(Odessa) *Bright* — *Cardiff*.

No news of "*Vittoria*," which passed through Dardanelli on the 15th — weather very rough.

*Berkoff*

98.

(Callao) *Vergut* — *Buenos Ayres*.

"*Carolina*," arrived damaged by storm — cargo is hoped has not suffered.

*Vignol.*

99.

(Savannah) *Rosch* — *Hamburg*.

"*Celeste* „ stranded leaving harbour, about discharging to lighten her, damage expected to be very little.

*Nolsen.*

100.

(Kingston-Jamaica) *Brown* — *Halifax*.

"*Queen Mary* „ arrived leaky having struck leaving San Domingo — shall be docked for necessary repairs.

*Canalis.*

## OBSERVATION

As to telegraphic correspondence it may be observed that all commercial firms of some importance, being obliged every day to have recourse to telegraphy for quick despatching their business, often compile their messages using a special *Telegraphic Code*, a copy of which they send to each correspondent. They have thus a double advantage that is: of secrecy and of a great economy in the wiring cost, inasmuch as, through a single conventional word, they communicate a complete phrase only known to those who possess a copy of their code-books.

There are also Codes of general use, as for instance: the A. B. C., the Watkins Codes, a copy of which may be bought by everybody for transmitting, through their words, conventional messages to the firms who possess them, which results from the heading of their letters, where "A. B. C. Code or Watkins Code used „ is to be read.

**§ 24.**

**NOTICES & ADVERTISEMENTS.**



# THE AMERICAN

== NOTICES AND

— Distributed gratis .. ..



# MERCURY ==

ADVERTISEMENTS

60,000 Copies printed —

N. 1275.

NEW YORK

January 191...

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## *Situations offered.*

**W**ANTED by a chemical, pharmaceutical wholesale Concern an Agent well introduced with the best Italian buyers. Write with particulars, stating terms and conditions, under N. 740, to Bly's Advertising Agency N. Y. City.

**W**ANTED a town Agent for the sale of typewriters. Both salary and commission paid. It is useless to compete without first class references. Write: P. O. B. 730, Chester (Pa.).

**W**ANTED a young lady accountant knowing French, Italian, Spanish, capable to assume the direction of a book-keeping department in an important firm. Absolute seriousness and best references required. Good salary. Apply to Burn's Advertising Office, Harrisburg (Pa.)

**W**ANTED by an important firm an Italian, French, German correspondent knowing Spanish and typewriting. Write: P. O. B. 137 Boston (Mass.).

**H**OUSEHOLD, toilet and medical soaps. — A complete factory, in best condition, made over and the simplest method to manufacture soaps taught. Lucrative affair. — Write to "Soapol", c/o G. P. O. Philadelphia.

**A** PARTNER owning five thousand dollars looked for to develop a paying trade. Favorable opportunity to earn money. Apply to "Activity & Labor Works", Detroit (Mich.).

**A** MARITIME and land Insurance Co. authorized to transact business in Italy, wants clever and solvent agents. Write to "Universal Union", P. O. B. 1729, Boston (Mass.).

**A** TIP-TOP salted goods dealing firm thoroughly introduced with consumers, possessing large buildings fitted with cooling machineries, would accept the General Agency for Texas of first rate Italian concerns for the sale of their cheese, tunny, pilchards, anchovies, olive oil and other similiar produce. For particulars apply to P. O. B. 215 Gavelston (Tex.).

**W**ANTED by a Chicago firm a clever type and shorthand writer knowing Italian, French, Spanish. — Apply to "Industry," P. O. B 740, Chicago (Ill.).

**I**MPORTANT Company insuring against cattle mortality, glasses and crystal breakage, loss of situations, wants everywhere very active agents. High commission paid. Only shareholders admitted. Write to "Insurance Union", Jersey City.

### *Situations wanted.*

**A**N accountant thoroughly acquainted with american book keeping system and foreign correspondence, clever in business, best references, offers his services. Write: Identification ticket N. 717 G. P. O. Hartford (Conn.).

**A**N American about thirty, fluently speaking and writing French, Spanish, Italian, licensed high school, good agricultural and commercial knowledge, no objection going abroad, looks for a situation. Write under N. 12 to Warn's clerk-office, Hoboken (N. J.).

**A**GENTLEMAN aged 31, acquainted with fabrics, knowing the East regions, clever typewriter and french, german correspondent, speaking Turkish, Greek and Russian, desires a situation as travelling clerk or correspondent. Write: V. P. c/o Bur's Commercial Office, Indianapolis.

**A**GENTLEMAN knowing Italian and thoroughly acquainted with French, German correspondence, wants a steady situation at a first rate firm's. Very good references. Offers P. O. B. 103. Macon (Ga.).

**A**SERIOUS, active, industrial electro-technical architect, twelve years' technical commercial training, knowing Spanish is disposed to accept the administration and management of a private serious concern. Write, signing your offers. P. O. B. 72, Manchester (N. H.).

**A**N accountant aged 32, clever in any branch, knowing the principal tongues and management of business, offers his services. High references. Write M. P. c/o G. P. O. Madison (Ind.).

**A**LONG practised in business, 30 years aged clerk knowing book keeping, correspondence, international cotton conveyance, wants at once a situation. Best certificates and references, low salary, disposed to undergo a trial. Apply to "Victor", B. c/o G. P. O. Memphis (Tenn.).

**A**26 aged high school licensed American since several years acting with a commercial concern, perfect Italian correspondent and typewriter, knowing French and Spanish, trained in conveyance branch, high references, disposed to go abroad, offers his services. — Black's advertising office, No 17, Milwaukee (Wis.).

# ANGLO ITALIAN BANK Ltd.

BRANCH HOUSE OF ROME

Capital paid in L. 5.000.000 — Reserve funds L. 900.000

## *Operations of the Bank*

**Account currents in Correspondence** with other Banks in liras, francs, marks, pounds etc., on terms to be agreed upon.

**Cashing & Discount of Bills** payable in Italy or abroad, of Warrants, Bonds and other redeemable debentures.

**Checks** payable in the principal towns of Italy delivered at once free of cost. Check payable abroad issued. Any sum paid by telegraphic order either in Italy or abroad.

**Foreign coins & bank notes** exchanged at full rate.

**Purchase & Sale** of hypothecary, national, provincial town bonds, of banking, industrial, railway Companies debentures and of all loan certificates, both at premium or on interest, whether quoted or not on Exchange.

**Interest notes** of any national bond and debenture or of any other dividend warrant of whatever solvent Company paid in advance.

**Anticipation of funds** on deposited stock-certificates either to bearer or of any national, hypothecary, industrial Company.

**Money advanced** on warrants.

**Free or Documentary Openings of credit** for importations from abroad.

**Deposits for safety** of any kind of debentures accepted at a premium of 25 <sup>00</sup>/<sub>100</sub>, reckoned on the actual value, per six months or any portion thereof. The acknowledgment note delivered by the Bank may also bear a lien in behalf of third persons.

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## AMERICAN LEGAL OFFICE

NEW YORK 185, Broadway NEW YORK

*Commercial credits or claims recovered, cashing a moderate commission on net proceeds only.*

*Active and passive lawsuits pleaded on behalf of our clients.*

*Amicable compositions and bankruptcy agreements brought to a conclusion.*

*Claims for accidents settled*

## A PUBLIC SALE.

A lot of 80 cases of Parmesan cheese, damaged by sea water, which arrived here from Genoa on the 11 th inst. on board the s/s "Columbus", shall be sold by auction, through the mediation of the undersigned Stater, on the 18 th inst. in the IV warehouse of this Custom house, for account of parties concerned therein, on the valued price of \$ 6000.

Pensacola (Fl.), June 15 th 191...

(sgd) Roman.

## A Meeting called at the Italo-American Co's.

Whereas the number of shares required for holding a regular meeting on the 15 th January inst. has not been filed in, shareholders are called again on the 31 st January at 2 o'clock P. M. in the Company's hall to deliberate on the following

### ORDER OF BUSINESS

1. Reading and approval of the minute of the precedent meeting;
2. Financial report on the working year closed on the 31 st December last.

The present being a second calling, this meeting shall be held and considered valid whatever may be the number of shareholders present and the amount of capital represented by them.

Boston, January the 20 th 191...

The Directors.

## RAPID MAIL SERVICES TO THE AMERICAS

*"ITA,, Steam Navigation Co. - Genoa.*

**Central America Line.** — Regular sailings from Genoa on the 1st of each month for *Puerto Cabello* and *Colon*. Passage effected in 26 days on swift and elegant steamers expressly built. Greatest comfort.

**River Plate Line.** — Regular departures from Genoa on the 15 th of each month for Montevideo and Buenos Aires (calling at Barcelona).

**New York Line.** — First class steamers leave weekly Genoa for New York calling at Naples and Palermo both outward and homeward.

*For goods and passengers apply to the Company's Office. N. 10, Rome Str. Genoa.*





**AN ABRIDGED  
MERCANTILE DICTIONARY**



**AN ENGLISH AND ITALIAN  
COMMERCIAL VOCABULARY**



# AN ABRIDGED MERCANTILE DICTIONARY <sup>(1)</sup>

containing the principal expressions employed in trade  
commerce and shipping-business  
and the most important terms of bank, book-keeping  
stock-exchange and court of justice

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[(U. S.) means a peculiar expression used by Americans]

## A

**Abandonment.** — The act of surrendering to the underwriters the insured property for the purpose of claiming indemnity as for a total loss.

**Acceptance.** — The signature written on the face of a bill, at foot on the right side, as an engagement to pay it at maturity. Such an acceptance may be: *absolute, conditional, express, implied, partial and qualified.*

**Acceptor.** — The "drawee" of a bill, when writing his name on the face of it, thereby engaging to pay it at maturity.

**Accommodation.** — A pecuniary aid to get one out of temporary cash trouble.

**Accommodation bill or note.** — A bill of exchange which represents no actual exchange of real value and simply accepted to enable a friend to get out of temporary want of money, on the promise he, himself, shall pay it at maturity.

**Accord and satisfaction.** — A payment of the debt through a sale of the thing given.

**Account current.** — A statement, drawn out in Dr. and Cr. form, containing an account of the transactions which took place between two parties during a certain time.

**Account Sales.** — An account sent by a merchant to the consignee of goods, showing the result of the sale.

**Accountant.** — A person skilled in posting, keeping and balancing books.

**Accountant in bankruptcy.** — An officer appointed by the Court, having the control and management of the funds belonging to bankrupt estates.

(1) For a translation of English commercial terms into the principal European languages see « G. Frisoni's **Dizionario Commerciale in sei lingue** » Ulrico Hoepli - Publisher - Milan, 1 volume, 800 pages, Fr. 20.

**Accrued debts.** — Liabilities due and payable.

**Action (*legal*).** — Any civil proceedings instituted in a court of law.

**Active bonds.** — Bonds bearing a fixed rate of interest.

**Acts of God.** — The perils or dangers of the sea which are beyond human power to control or oppose.

**Actuary.** — An officer in a Life insurance Co. who makes the necessary calculations as to the probable duration of a life about to be insured.

**Address commission.** — A commission or allowance on freight granted to the consignees of goods.

**Adjustment.** — A settlement of a loss incurred by the insured.

**Advance.** — The prepayment to the consignor of a certain portion of the value of his goods.

**Affidavit.** — A declaration made in writing, upon oath, before a person empowered to administer an oath.

**Agio.** — The difference between the real (gold) and the nominal (paper-currency) value of money.

**Allonge.** — A slip attached to bills of exchange, on which an endorser signs his name when there is no further room on the bill itself for fresh endorsements.

**Allotment.** — The distribution of shares after an application has been made for them.

**Amortisement.** — The redeeming of bonds by means of annual drawings from a sinking fund.

**Anchorage.** — Dues paid by a ship for anchoring and using the quays, landing stages etc. in a port.

**Annuity.** — A sum of money paid or received annually.

**Apportionment.** — A division or distribution of any sum, interest or assets.

**Appraiser.** — A person licensed to value property.

**Approbation sale.** — Goods sold on approval and to be returned if found unsatisfactory.

**Appropriation of a payment.** — A payer's to be applied to one or more debts.

**Arbitrage.** — The purchase of securities in one market for selling them in another.

**Arbitration.** — The settling of disputed matters by the decision of one or more neutral persons called *arbitrators*.

**Articles of Association.** — A deed containing the rules and conditions upon which the company's business is to be managed and carried on.

**Assay office.** — An office where gold and silver articles are stamped if found of the legal quality.

**Assessment.** — A levy of money on stockholders for the purpose of raising additional capital.

**Assets.** — The property of one in business; *fixed* , the buildings, factories, furnitures, machinery, implements he possesses; *floating* —, the stock in trade and any other movable property of his.

**Assignee.** — The person to whom a bankrupt's affairs are assigned for the benefit of his creditors:

**Assigns.** — Any person or persons to whom an assignment or a transfer of property is made.

**Attachment.** — The prohibition to sell or dispose of the money or goods of a debtor in the hands of third parties.

**Attorn (to).** — To transfer money or goods.

**Attorney.** — a) One legally qualified to practise in a court.

b) One authorized by a formal document to act on behalf of another.

**Auction.** — A method of selling property by competition.

**Auditor.** — One who audits account-books or sees that they are properly kept.

**Authority.** — The lawful delegation of power or the authorization given to a person to act and sign on our behalf and for our account.

**Average.** — Damage to a vessel or to goods.

**Average bond.** — A bond signed by the consignees of a cargo binding themselves to pay their proportion of average.

**Average stater.** — A person skilled in marine insurance affairs, who prepares statements of the average.

**Award.** — The decision of arbitrators.

## B

**Back a bill (to).** — To become security for an acceptance.

**Back orders** — Unfilled orders, viz. those which have not yet been executed or are delayed for a motive whatever.

**Backwardation.** — The rate of so much per cent paid down for carrying forward a "bear" transaction to the next settlement.

**Bail.** — a) A person who gives surety. b) The surety given.

**Bailee.** — One to whom goods are delivered in trust.

**Bailment.** — A delivery of goods for some purpose and re-delivered to the bailor after the purpose has been fulfilled.

**Balance sheet.** — A statement showing the assets and liability of any trading concern

**Bale.** — A large parcel of merchandise bound with cordage or wrapped in canvass.

**Bankable (a).** — A check or money order payable by any bank.

**Bank bill.** — It is a bill of exchange issued or accepted by a bank.

**Bank holidays.** — Certain days appointed, by an Act of Parliament, for trade holidays.

**Bank notes.** — Promissory notes on some "bank of issue," payable to bearer on demand.

**Bank post bills.** — Bills, issued by the Bank of England, payable seven days or sixty days after sight.

**Bankrupt.** — A merchant unable to meet his engagements or to pay his creditors in full.

**Bargain.** — *a)* Any transaction in stocks. *b)* A verbal or written agreement for the purchase or sale of anything.

**Barratry.** — Any unlawful act committed by the master or crew of a vessel, whereby her owners are exposed to injury.

**Bear.** — A speculator who sells, for delivery on, a certain date, stocks which he does not possess, in the expectation to buy them at a lower price before the delivery day.

**Berth.** — A place alongside a wharf or quay where a vessel is loading or discharging her cargo.

**Bilan.** — A balance or account showing the liabilities and assets of a concern.

**Bill clerk.** — A clerk whose charge is to make bills or invoices.

**Bill of entry.** — It is a statement of the nature and value of goods for the use of the custom-house.

**Bill of exchange.** — It is an open letter of request from one merchant to another, desiring him to pay a sum named therein to the writer or to a third person on his account.

**Bill of health.** — A certificate given by the authorities to the captain of a vessel at the time of his leaving a port describing the state of health then prevalent.

**Bill of lading.** — A printed form of receipt given by the captain or agent of a vessel for goods which have been received on board.

**Bill of sale.** — A document wherein a person transfers to another the right of certain goods.

**Bill of lught.** — A temporary form of entry at Custom-House permitting goods to be landed and examined before a perfect entry is made of them.

**Bill of store.** — A license permitting the re-importation of ductiable goods which have been legally exported.

**Blank bill.** — A bill in which the particulars as to amount, payee etc. are not inserted.

**Blank endorsement.** — That which does not state the name of the person to whom the bill is given.

**Blanket mortgage.** — A general mortgage on all the property.

**Board of trade.** — It is a department of the Government for the superintendence of all matters relating to the mercantile marine, trade and navigation.

**Bond.** — It is a deed by which a person, a Company or the

- Government**, bind themselves to pay a sum of money at a fixed time or under certain conditions.
- Bonded note.** — A custom house document giving particulars of dutiable goods about to be exported from a bonded warehouse.
- Bottomry bond.** — A mortgage on a ship given as a security for the repayment of money advanced to the captain for the purpose of effecting repairs.
- Bought note.** — The formal written document delivered by a broker to his client, giving particulars of goods bought by the latter's order.
- Break bulk (to).** — To begin the unloading of a vessel.
- Broker.** — An intermediate agent between buyer and seller, or between two parties of any bargain whatever.
- Brokerage.** — A commission of so much per cent, paid to a broker.
- Broker's order.** — A document authorizing the goods named therein to be received on board.
- Bucket shop (U. S.)** — An outside broker in stock (or a broker dealing in stock without being admitted or authorized).
- Bull.** — A speculator who contracts to buy stocks in the expectation to sell them at a higher price before the next settlement.
- Bunker supply.** — The stocking of a steamer's bunkers with coal for her engines' use during the voyage.
- Bunkering.** — The loading of the bunkers of a vessel with coal for her use on a voyage; or the time taken in doing it.
- Burthen.** — The weight a vessel will contain, or her carrying capacity.
- Bye-law.** — A private law or regulations made by any corporation or company.

## C

- Cable.** — A submarine telegraph wire.
- Cablegram.** — A message sent through or received by cable.
- Call.** — A demand for the payment of an instalment due on shares, or for the payment of so much per cent when the option is given of buying so much stock, at a fixed price, on a certain day.
- Captain's entry.** — A provisional entry passed by the captain of a ship, when it is desirable to discharge the whole of the cargo at some particular place.
- Carriage.** — The charge made for conveying goods from one place to another.

- Carrying over.** — It means postponing the settlement of a stock account from one settling day to another.
- Cart note.** — It is a note used by the Customs and sent with locked vans when dutiable goods are removed from one place to another.
- Cartage.** — A charge made by railway companies, or by carriers for carting or conveying goods on trucks.
- Case of need.** — An endorsement put upon a bill of exchange naming a person who will guarantee its payment for the honour of the drawer.
- Cash.** — A payment nett of discount and to be made in legal currency at the moment of receiving goods.
- Cash bonus.** — In life insurance, a share of the profits paid to the insured in cash instead of being applied to the reduction of the premium.
- Cash credit.** — The faculty to draw upon a banker up to a certain fixed amount, upon a security and bond being deposited with him to ensure the repayment thereof.
- Cash order.** — An inland draft payable on demand.
- Casting vote.** — It is the vote of the president of a meeting by which, when votes are equally divided, he casts the balance on one side or the other at his option.
- Certificate of incorporation.** — Certificate granted to a public company stating that the same has been duly registered and is now incorporated under the Companies' Act.
- Certificate of origin.** — A document which certifies that a certain merchandise was grown or manufactured in such a place.
- Chamber of commerce.** — A local association of commercial men formed for the express purpose of regulating and protecting the general trade interests.
- Change.** — An abbreviation of "Stock Exchange".
- Charges forwards.** — An expression used when the carriage and other charges are to be paid by the buyer upon receipt of the goods.
- Chartered Accountant.** — A person who holds a certificate stating he has passed his examination and is fully competent to undertake accountant's work.
- Charterer.** — He who charters or hires a vessel, or part of her, for a certain voyage to a person named "freighter".
- Charter party.** — A contract made by the owner of a ship and the freighter for the hiring of a vessel, or part of her, for a certain period or voyage, at an agreed rate.
- Cheque.** It is a written order on a banker for the payment of a certain sum on demand or at some days' sight.
- Chose.** — A personal property; — *in action*, personal things of



- which one has not the possession but only the action; — *in possession*, personal things of which one has the possession.
- Circular note.** — A letter of credit payable by, and addressed to a number of houses at different foreign towns.
- Claim.** — *a* A right for indemnization. — *b*) A title of credit.
- Clean.** — Bills of lading, mate's receipts and such like documents are said to be "clean," when no clauses detrimental to the shippers have been inserted in them. A bill of health is said to be "clean," when it shows that no epidemic disease is raging in the port last called at.
- Clear (to).** — *a*) To fulfil all Custom's formalities prior to the departure of a ship; *b*) to pay the duty upon goods; *c*) to pass a cheque through a bank in order to realize it; *d*) to get the money in exchange for a draft.
- Clearance.** — The formalities a captain must comply at the custom house before breaking bulk (clearance inwards), and before leaving (clearance outwards).
- Clearing house.** — An establishment where bankers meet to exchange, with one another, cheques, bills and securities. They thereby save labour and the use of an unnecessary amount of hard cash.
- C. O. D.** — An abbreviation for *Cash On Delivery*; it is generally applied to mean "goods sold on condition their value being paid down in exchange of the delivery order." *Our* —, means: "our order of payment against the delivery of the goods bought."
- Code.** — An arrangement by which words are made to represent a sentence or phrase, and are used in wiring both for secrecy and for cheapening the costs of telegraphing.
- Collated telegram.** — A message repeated, when paying an additional charge, on its way from station to station to ensure its correct transmission.
- Colliery guarantee.** — A form of agreement signed by a colliery undertaking to load a vessel with coal in a certain time.
- Commission.** — A charge of so much per cent made by an agent for transacting any business for his principal.
- Commodities.** — Merchandise or any movable articles of commerce.
- Composition.** — A payment of so much in the pound (or per cent) by a bankrupt or an insolvent, instead of the full amount owing.
- Compromise.** — A difference settled by some concessions being made on both sides.
- Confirmation note.** — A slip, attached to a contract, which the receiver signs as an acknowledgment that he has received and confirms the contract.

- Consideration money.** — It is the amount paid for the transfer of any right or property.
- Consignee.** — The party to whom goods are sent or consigned.
- Consigner.** — The persons who, having bought the goods, is entitled to receive them.
- Consignor.** — He who forwards or consigns goods to another for sale.
- Consignment.** — Goods sent to a person for sale, usually at the best price obtainable.
- Consignments notes.** — Printed forms used when goods are sent by railway or shipped without bills of lading.
- Consolidated.** — Various funds which have been merged or consolidated into one common debt.
- Consols.** — An abbreviation of the term "consolidated".
- Consulage.** — The fees charged by a Consul for obtaining his hand and seal to documents.
- Consular invoice.** — An invoice which has been sighted and signed by the Consul of the country to which goods are being shipped.
- Contango.** — The interest, per cent or per share, charged by jobbers for carrying over a "bull" transaction to the next settlement.
- Contingent fund.** — A fund put aside to meet unforeseen losses or extraordinary expenses.
- Continuation** — The carrying over or referring the purchase or delivery of securities to the next account.
- Contraband.** — Prohibited or dutiable goods smuggled into the country.
- Convertible paper currency.** — Paper money which can be exchanged for coins, to its face value, on demand at the Government bank.
- Convertibles securities.** — Bonds, shares which can be readily sold in the open market.
- Cooperage** — Money paid to a cooper who attends on quays to repair casks, or opens them for sampling.
- Cost Insurance Freight (c. i. f.).** — Means that the price charged includes the insurance and freight expenses as well as the cost of the goods.
- Coulisse.** — It is the unofficial market on the Paris Bourse.
- Council drafts.** — Bills issued by the English Government on the Banks of India.
- Counterfoil.** — A portion of a document permanently retained in a book after another portion has, by means of a line of perforation, been torn away and delivered.
- Coupon.** — A note of interest or dividend attached to transferable bonds.

- Coupon bonds.** — Bonds to which are attached interest coupons to be detached and presented for payment of interests.
- Cover.** — A deposit of money or marketable securities given by a person to a banker in order to ensure him against loss in some transaction he makes on the latter's account.
- Craft.** — Any barge, lighter or other boat employed in carrying, shipping or discharging goods.
- Cranage.** — A charge made for the hire or using of a crane.
- Credit note.** — It is a document sent to a person stating that his account is credited with the amount named.
- Creditor.** — A person to whom another is in debt for goods, cash etc.
- Crew.** — The whole of the seamen forming the ship's company.
- Cross entry.** — An adjusting or correcting entry of a wrongly booked record or item.
- Crossed cheque.** — A cheque with two lines drawn across it, thus limiting its payment to a banker for the account of the payee.
- Cum dividend.** — " With the dividend due or accruing „. When stocks are sold " cum div. „ the buyer takes the benefit of the dividend about to be distributed.
- Currency.** — The lawful coins and other recognized means of making payments.
- Currency of a bill.** — The period between the date upon which a bill is drawn and that upon which it becomes due.
- Current account.** — An account which shows the money or its equivalent received by a banker from a client, or from other parties on his account, and the money paid to him or for him out of such amounts.
- Custom House.** — A place appointed by the Government for the purpose of imposing and collecting the duties upon the importation of certain commodities.
- Customs.** — a) The taxes imposed by a Government upon the importation of certain goods. b) The Custom-house itself.
- Customs entry.** — A list given to the Customs authorities by the importer, showing the weight, measure, value and description of goods to be landed and imported.
- Custom tariff.** — A list of articles and goods showing the duties or customs to be paid for the same when imported.

## D

- Dandy note.** — An order from the Customs to deliver certain bonded goods required for exportation or ship's stores.
- Day book.** — It is that in which the business transactions of every day are entered.

**Days' date.** — So many days after the date of a bill.

**Days of grace.** — The number of days allowed for paying a bill, a premium etc. after they have become due.

**Days' sight.** — Delay for payment of so many days after a bill has been presented for acceptance.

**D. D.** — An abbreviation in accounts currents for "time column".

**Dead account.** — In banking: money, stock standing to the credit of a person deceased; in book keeping: an account which deals with things as distinguished from persons, such as "goods account, charges account etc."

**Dead freight.** — The amount claimed for freight of goods one has engaged to ship and has not shipped.

**Dead letter.** — An undelivered and unclaimed letter.

**Dead loan.** — A loan which has not been paid at the time agreed upon, or for which there is no specified time for payment.

**Dead rent.** — The minimum rent to be paid.

**Dead securities.** — Properties which have not a great value (as securities) if not worked, such as collieries, mines etc.

**Dead weight.** — The portion of a ship's cargo paying freight according to its weight.

**Debenture.** — a) Certificate given to an exporter of excisable goods entitling him to receive payment of the drawback allowed on such goods being exported in consideration of duty having previously been paid. b) A document which is evidence of a debt.

**Debtor.** — A person who owes another money.

**Deck cargo.** — Cargo carried on the deck of a vessel, such as timber, cattle etc

**Deed.** — The written document under hand and seal as evidence of a legal transaction.

**Deed of abandonment.** — A deed by which the party surrenders to the underwriters the insured property.

**Deed of arrangement.** — Any arrangement made through a deed, by an insolvent debtor for the benefit of the whole of his creditors.

**Deed of assignment.** — A deed by which an insolvent debtor gives up the whole of his property for the benefit of his creditors.

**Defendant.** — A person accused and sued, and who opposes the charge.

**Deferred annuity.** — An annual payment for a fixed number of years, commencing at the expiration of a period agreed upon.

**Deferred bonds.** — Bonds which bear a gradually increasing rate of interest until such interest amounts to a fixed specified rate.

- Del credere.** — An extra commission paid to an Agent who undertakes that the goods sold by him shall be duly paid for.
- Delinquent stock.** — Stock subscribed but on which no assessment or instalment was paid.
- Delivery in contract.** — A transfer of the possession through a deed.
- Delivery order.** — An order from the owner of the goods requesting the temporary holder of same, to deliver them to the bearer of the order or to the party named thereon by endorsement.
- Demand draft.** — A bill of exchange payable on demand, that is: as soon as presented.
- Demand note.** — A promissory note payable on demand.
- Demurrage.** — *a*) A charge of so much per day made by the owners of ships for their detention beyond a stipulated time. *b*) Any sum, according to weight and gauge, paid to a R. R. Company for any delay in removing goods within a certain time after their arrival.
- Deposit.** — *a*) Any thing deposited. *b*) Money placed with bankers at a fixed rate of interest.
- Deposit receipt.** — A receipt given by superintendents of bonded warehouses or by bankers for goods or money deposited with them.
- Depot.** — A place or station of deposit for goods; a storehouse.
- Derelict.** — *a*) Ships forsaken or found at sea having no person in charge of them. *b*) Goods cast upon the shore by the waves.
- Despatch note.** — It is the document filled by the sender when he intends to deliver a parcel to the post or railway for its conveyance to destination.
- Devisee.** — The person to whom real estate is bequeathed.
- Devisor.** — He who bequeathes real estate to another.
- Dies non.** — A day upon which, owing to some event, no business can be transacted.
- Director.** — One who has the chief management of an undertaking.
- Discount.** — An allowance made on a bill not yet become due, in consideration of present payment, or on any amount whatever, in consideration of special motives.
- Dishonour a bill (to).** — Means a drawee refusing to accept a bill, or an acceptor failing to pay it when due.
- Dispatch money.** — An allowance of so much per day granted by the owner of a vessel to the charterer when the latter has unloaded her before the stipulated "lay days," are over.
- Dissolution of partnership.** — The retiring of one or more partners from a business, either by effluxion of the time agreed upon or by death or mutual agreement

**Distralnt.** — The seizure of goods for debts.

**Distress** (*in -*). — It is said of a vessel compelled to put into a port by stress of weather.

**Dividend.** — *a*) A periodical distribution of the profits among the shareholders of public companies. *b*) Any instalment paid to the creditors out of a bankrupt's estate.

**Dock.** — An artificial basin constructed for the reception of ships during the time they are undergoing repairs (more properly called "dry dock"), or during the time they are loading or discharging their cargoes (then styled "wet dock").

**Dock dues.** — *a*) A toll charged on vessels and goods entering or leaving a wet dock. *b*) The duties a vessel pays to a dry dock company for the hiring of same during the ship's stay while undergoing repairs.

**Dock warrant.** — Warrant for goods in charge of a dock company.

**Dockyard.** — A yard near a dock where ships are built and naval stores kept.

**Docket** (*to*). — To endorse letters and documents with the date of receipt and date of reply.

**Documentary bill.** — A bill of exchange to which are attached: the bill of lading, invoice and policy of insurance relating to the consignment against which the bill is drawn.

**Domiciled bill.** — A bill not made payable at the residence or place of business of the acceptor but elsewhere.

**Donor.** — He who makes a gift of any property.

**Dormant partner.** — He who invests money in a business but takes no active part in the work.

**Double entry.** — It is that mode of book-keeping in which two entries are to be made of every transaction, the one checking the other.

**Draft.** — *a*) An allowance on gross weight; *b*) the first copy of a document; *c*) order in writing for the payment of a sum.

**Draught.** — The depth to which a ship sinks in the water.

**Drawback.** — A return of duties or the sum paid back by a Government upon certain classes of goods exported on which duty has been paid when imported.

**Drawee.** — The person upon whom a bill is drawn,

**Drawer.** — The person who draws a bill upon another.

**Drayage** (U.S.). — A word used sometimes instead of "cartage".

**Drug in the market.** — Any unsaleable commodity that lies on hand.

**Dry dock.** — A dock used for the examination of hulls and repair of ships.

**Dry goods.** — In England means: tobacco, drugs, dyes, spices, coffee, tea, and dried fruits. In America means: drapery goods.

- Dues.** — Certain charges made by public companies for the temporary use of their property.
- Dumping ground.** — A large open space on a quay where coals are temporary heaped up.
- Dunnage.** — Any article used in stowing a ship's cargo to protect it from damage during the voyage.
- Duties.** — Taxes on merchandise and manufactures payable either through customs or excise.

## E

- Earnest money.** — A sum of money advanced to bind a verbal bargain.
- Embargo.** — A judiciary order preventing a ship from leaving a port.
- Endorse (to).** — To sign one's name upon the back of a bill of exchange, a cheque, a warrant etc. in order to transfer their property.
- Endorsee.** — The party to whom a bill, a delivery order etc., is transferred.
- Endorsement.** — The transfer of the property of a bill, check, warrant etc through one's signature set on the back of it. Such an endorsement may be 'blank. conditional, in full, special, qualified, restrictive „
- Endorser.** — A person who endorses a document in order to transfer its property.
- Endowment.** — A fixed sum payable at the end of a certain number of years, in the event of a person surviving the given time.
- Enfaced paper.** — A bond of the Indian Government.
- Engross (to).** — To write out in a fair large hand.
- Entry.** — a) A written record of an account in a ledger;  
b) written particulars furnished to customs about goods imported or exported.
- Escheat.** — Property which falls to the Crown for failure of heirs or through forfeiture.
- Estate.** — The whole amount of goods or property belonging to a person.
- Estimate.** — An approximate calculation of the charge or cost.
- Estoppel.** — The preclusion of a person from asserting a fact.
- Ex all.** — Without dividend, bonus or return of capital and exclusive of the right to claim any new shares about to be issued.
- Exchange.** — A place where merchants meet to transact their business



**Exchequer bonds.** — Government securities forming part of the unfunded debt of the country.

**Excise.** — An inland tax on certain articles produced and consumed in the country.

**Ex-coupon.** — Without the interest coupon.

**Ex-dividend.** — Without the dividend due or accruing.

**Executor.** — A person appointed by a testator to see that his will be carried into effect.

**Ex new.** — Without the right to claim any new share about to be issued.

**Expected to rank.** — That sum of money which, in a bankruptcy, it is expected will be the actual amount owing when the estate comes to be liquidated.

**Exportation.** — The act of sending commodities out of one country into another.

**Ex-ship.** — Means that goods are only sold "free out of the ship," and buyer must provide a barge to receive them.

## F

**Face value.** — The value printed on the face of bonds, stocks, shares.

**Failure.** — The suspension of payments by traders.

**Fee.** — A recompense for services.

**File.** — A receptacle for the deposit of papers or documents arranged in alphabetical or numerical reference.

**File (to).** — To deposit documents with the registry or with the recorder.

**Firm.** — Any business carried on by more than one person, or styled with more than one person's name.

**First hand.** — A term applied to the goods obtained direct from the maker, importer or wholesale dealer.

**Fitter.** — He who arranges sales and the loading of boats with coals.

**Fixtures.** — A word used in the expression "furniture and fixtures," meaning the furniture and every other thing necessary in an office for the regular despatch of business.

**Flash point.** — Means the temperature at which oil gives off explosive vapour.

**Floating capital.** — The available sum actually at command for carrying on any concern.

**Floating policy.** — A policy for a certain amount insuring goods which are not all in one place or a policy in which risk may be added to or subtracted from at insured's option. As regard vessels on which insured interest is placed, a policy is called "floating," when the ship's name is not mentioned therein.



- Flotsam.** — Goods, found floating on the waves, forming part of the cargo of a sunk ship.
- Fluctuation** — The rise or fall in the price of anything.
- Footing.** — The total of a column of figures.
- Force majeure.** — a) Circumstances or events which no human precaution could have averted; — b) dangers and accidents which are beyond human power to control or oppose.
- Foreclose (to).** — To take actual possession of an estate or other thing mortgaged, with the view of securing the repayment of the loan.
- Forfeited stocks.** — Those stocks on which assessments or instalments have not been paid.
- Forgery.** — The fraudulent making or alteration of any document to the prejudice of another person.
- For money.** — Stock transactions paid for at the time they are made.
- For the account.** — Stock transactions which will be actually settled on the next settling day.
- Forwarding Agent.** — A person who undertakes the collection, forwarding and delivery of goods.
- Founder's shares.** — Shares granted to the founders of a company in consideration of their having floated the concern.
- Free of particular average.** — It means that underwriters are not liable for any particular average (as the effects of sea water or the heat of warm climates).
- Free overside.** — It means that the seller's responsibility ceases as soon as the goods leave the slings overside the ship.
- Freight.** — The sum paid for the hire of a ship, or a charge made by ship owners for carrying goods by water.
- Freighter.** — The charterer of a vessel.
- Freight notes.** — Statements sent out by ship-agents to the various consignees showing the amount due for freight upon goods shipped to their order.
- Freight release.** — A document given by ship-agents authorizing the officer in charge of the ship to give up possession of the goods, the freight upon them having been paid.
- Funds.** — Government stocks and public securities.
- Futures.** — Goods for shipment at some future time, or a sale for future delivery.

## G

- Garnishee.** — A third party who owes money to, or holds the goods of another who is a judgment debtor.
- Garnishee order.** — An order served upon persons owing a judg-

ment debtor money or holding his goods, warning them not to part with such money or goods pending a settlement of the claim against him.

**Gauge (to).** — *a*) To measure the contents of a cask; *b*) to ascertain the thickness of metals.

**General acceptance.** — An unconditional acceptance, or the sole signature of the drawee set on the bill.

**General average.** It is a proportionate contribution levied on the owners of a ship, and the owners of her cargo, according to value, to indemnify the party who has incurred a loss, when part of the cargo, or vessel, has been voluntarily sacrificed, or any loss or expense has been incurred for the preservation of the rest.

**General cargo.** — That formed of different kinds of goods.

**Gift causa mortis.** — Gift made in prospect of death.

**Gift inter vivos.** — Gift made while living

**Gilt-edged securities.** — Securities of the highest class.

**Give on (to).** — To pay "contango".

**Godown.** — A warehouse in the East where goods are stored.

**Gold bonds.** — Bonds which are payable in gold coin.

**Goods.** — A collective term for all kinds of merchandise.

**Good will.** — The value of that reputation which a business has acquired during its continuance which induces the confidence that patronage will not fail to be extended. — The money paid to take up an established business with the connections and advantages accruing to it

**Goschens.** — Two and three quarters per cent Consols.

**Grain.** — The seed of any plant, such as wheat, oats, barley, rye, rice, maize, etc.

**Graving dock.** — A dock into which ships are taken to have their bottoms cleaned.

**Great hundred.** — Means ten dozen, or 120 articles.

**Greenbacks.** — The United States paper currency.

**Grinding money.** — An allowance made to a discharged workman, in trades where edge tools are used.

**Grocer.** — A dealer in tea, sugar, coffee, and other colonial produce.

**Gross.** — The full amount or weight of anything before having made any allowance or deduction.

**Gross.** — Twelve dozen, or 144 articles.

**Gross weight.** — The combined weight of both goods and packing.

**Groundage.** — A charge made in some ports for allowing a vessel to anchor there.

**Ground rent.** — The rent paid to a landlord for the liberty to use his ground,

- Guarantee.** — A conditional responsibility taken by a person on another's account.
- Guarantee fund.** — A fund formed by regularly setting aside a portion of the profits to meet any exceptional losses.
- Guarantee society.** — A company which, in consideration of a small annual premium being paid to them, gives security to provide against any defalcations which may be made by clerks and others in a situation of trust.
- Guarantee stocks.** — Stocks upon which the interest, or principal and interest, are guaranteed.
- Guarantor.** — A person who takes a conditional or secondary responsibility on another's account, whereby he engages to make certain payments in case the party liable fails to do so.
- Guild.** — A society or body of individuals associated together for promoting the interest of the particular trade or calling to which the members belong.
- Guinea** — The name of a gold coin formerly current in Britain. Though the coin has ceased, the name is still used to designate a sum of 21/—.

## H

- Hall-mark.** — An official mark affixed to gold and silver articles, serving as a proof that they have been tested and found to be of legal quality.
- Hammered.** — When a member of the stock Exchange, owing to his being unable to meet all his liabilities, has been expelled from it and his name posted on a board devoted to the purpose, he is said to be "hammered".
- Harbour.** — A haven in which ships may anchor or moor.
- Harbour dues.** — Sums paid by ships for anchoring in certain harbours and for the use of landing-stages etc.
- Harbour master.** — The public officer who has charge of a harbour.
- Hatchway.** — The opening in the deck of a ship giving access to the hold.
- Haulage.** — An exclusive charge made by railway, dock and canal Companies for the haulage of waggons between respective points.
- Heavy stock.** — The stock or bonds of those railways which have a heavy-goods traffic.
- High seas.** — Every country bordering on the sea has the exclusive sovereignty over such sea to the extent of three miles from its shore and all beyond there is the "high seas", open to all.
- Hire.** — The price paid for the temporary use of any article.

- Hire purchase.** — A system by which any article may be obtained on hire, with the proviso that the payments made by instalments shall be considered as part payment for the article hired.
- Hold.** — The hollow interior of a ship wherein the cargo is stowed
- Holder.** — Any person into whose hands a bill of exchange or a share may come.
- Home use entry.** — A document used when dutiable goods are to be removed from a warehouse for home consumption.
- Hong name.** — A mark in chinese characters used by merchants in China so that the natives may ask for the "hong", or manufacture, they like.
- Honour (to).** — It means duly meeting some claim or obligation.
- Horse-power.** — It is the standard for estimating the power of a steam-engine.
- Hulk.** — It is an old ship, unfit for service, used as a lighter or store.
- Hull.** — It is the body of a ship, as distinguished from the masts and rigging.
- Hundred-weight.** — A weight containing 112 lbs and subdivided into 4 quarters.
- Hypothec.** — It is a security in favour of a creditor over the property of his debtor while the property continues in the debtor's possession.
- Hypothecated securities.** — Assets pledged or mortgaged as security for money advanced.

## I

- Impersonal accounts.** — Accounts not dealing with persons but with things, such as "Charges accounts", "Goods accounts", etc.
- Import (to).** — To bring into the country goods or commodities from some other nation or place.
- Imposts.** — Taxes, particularly those on imports or goods imported.
- Income.** — Gain, interest or revenue resulting from a business or other source.
- Inconvertible paper currency.** — Paper money which cannot be exchanged for coins on demand, but must be accepted as representing its face value.
- Indemnity.** — The making good of any loss or injury sustained.
- Indent.** — Any order, for the sending of goods, a merchant receives from his correspondents abroad.
- Indentures.** — Agreements in writing with special covenants on either side.

- Indorse, Indorsement.** — The same meaning as ‘endorse,’ ‘endorsement,’ which see.
- Initial protest.** — The same as Noting.
- Injunction.** — It is an order given, or a writ or prohibition granted by a court of equity.
- Inland bill.** — A bill of exchange drawn and made payable within the Kingdom.
- Inscribed stock.** — Stock for which no actual certificates are granted to the holders; but their names and the amount of stock they hold are inscribed in a register kept for the purpose.
- Insolvent.** — The state of being unable to pay the whole of one's debts in full.
- Inspecting order.** — Permit to inspect the goods lying at some dock and, if necessary, to take a small sample away.
- Instalment** — Each of the parts whereby a debt is paid at different times
- Instalment scrip.** — A receipt for an instalment received on stock subscribed
- Insurance.** — It is a contract between two parties, in which one of them (the *insurer*) undertakes, in consideration of a certain premium, to indemnify the other (the *insured*) against a certain amount of loss from the occurrence of a specified contingency, as the burning of certain premises, the loss of a certain ship, or the death of a certain person.
- Insurance policy.** — A stamped document upon which the insurance guarantee is written, giving full particulars of the risks insured.
- Interbourse securities.** — Those securities, the loans for which were originally raised simultaneously in different countries.
- Interest.** — The produce of employed capital; or the sum allowed to a person lending money by the person to whom he lends it.
- Interest warrants.** — Orders for the payment of periodical dividend on public stocks.
- Interim dividend.** — A provisional distribution made before the actual dividend is due.
- Intrinsic value.** The market or realizable value of a thing.
- Inventory.** — a) An account showing the assets and liabilities of a merchant; b) a list of articles or goods on hand.
- Investment.** — Money put out at interest in some funds or company, or sunk in the purchase of houses, lands or other property.
- Invoice.** — An account specifying full particulars as to the quantity, quality and price of goods sold to another
- I. O. U.** — A memorandum acknowledging a debt.

## J

- Jerque note.** — The certificate of "clearance inwards".
- Jerquer.** — The Custom house official who finally examines and passes the record of a ship's cargo.
- Jetsam.** — Goods cast into the sea from a ship in order to alight her.
- Jettison.** — The act of throwing overboard part of a ship's cargo for the preservation of the rest.
- Jetty.** — A timber pier to land goods or passengers on.
- Jobber.** — A stock dealer who carries on speculation business.
- Joint account.** — A transaction the profits and losses of which are equally divided between parties.
- Joint and several liability.** — It means that one or more of the parties are liable to pay any debt of the concern and may be sued for it by creditors.
- Joint stock.** — The stock held jointly or in company.
- Joint stock bank.** — A bank composed of a large number of shareholders who have publicly contributed the capital required.
- Joint stock company.** — A public company whose capital is formed of shares, and in which every shareholder is liable to his last penny, paid into, for the debts of the concern.
- Journal.** — The book containing an account of each day's transactions.
- Judgment creditor.** — A person who has brought an action for debt or damage against another and has obtained judgment for the whole or part of the amount claimed.
- Judgment debtor.** — A party who has been ordered to pay a sum of money to his creditor by a court of law.
- Judgment note.** — A note of hand having a declaration attached to it stating that the debt is ascertained and bears interests.
- Jurat.** — A declaration that an oath has been taken.
- Jury.** — A body, generally of twelve men, selected and sworn to declare and give judgment on the evidence before them.

## K

- Keelage.** — Dues paid by a ship on her entering and resting in certain ports.
- Kentledge.** — Iron castings of a particular shape used for ballasting a ship.
- Kite.** — It is a name applied to an "accommodation bill".
- Kiteflying.** — The dealing in fictitious or accommodation bills in order to raise money to keep up one's credit.
- Knot.** — A nautical mile of 2208 yards.

**L**

- Lac.** — A lac of rupees is equal to 100,000 rupees.
- Lagan.** — Heavy goods cast into the sea by jettison, having attached to them a cork or buoy so that they may be found again.
- Lame duck.** — A defaulter who, being unable to pay his differences, is "hammered," and expelled from the Stock Exchange.
- Landing book.** — A book in which is recorded the weight, description and condition of goods landed in docks.
- Land walter.** A Custom's officer who examines landed goods liable to duty or who watches over that said goods are shipped in accordance with the prescribed form.
- Lascar.** — An India seaman.
- Lastage.** — Sand, gravel or ballast used to keep a ship steady in the water.
- Lay days.** — The number of days allowed for loading and unloading ships.
- Lazaretto.** — An establishment where passengers, baggage and goods are subject to fumigation if they have arrived from ports considered liable to infection.
- Leakage.** — An allowance made for waste or loss in liquids.
- Lease.** — A contract relating to the letting of offices, buildings or land for a term of years.
- Ledger.** — The principal book of accounts among merchants.
- Legacy.** — A property, or a sum of money, left to one by will.
- Legal day** — Sixteen hours (from 8 a. m. until 12 midnight).
- Legal tender** — The authorized coins that may be legally tendered in payment of a debt.
- Letter of allotment.** — The notice given to the applicant for shares, stating the number of those which have been allotted to him.
- Letter of attorney.** — A legal document whereby one person authorizes another to sign and act on his behalf.
- Letter of credit.** — A letter from a banker addressed to his agent requesting him, upon the credit of the writer, to advance the bearer a certain sum of money.
- Letter of indemnity.** — A letter sent by a manufacturer to a merchant guaranteeing him against any loss arising from goods not having been shipped "in good condition."
- Letter of license.** — An agreement signed by the creditors of an insolvent trader, permitting him to carry on the business for a certain time without first satisfying their claims.
- Letter of marque.** — A license given by a Government to the owners of private ships, during the time of war, commissioning them to attack and seize the ships or property of the enemy.



**Letter of regret.** — A letter sent to the applicant for shares in public companies, stating that no allotment has been made to him.

**Letters patent.** — A privilege, granted under the Crown seal, giving a person the sole legal right to make use of any invention or discovery for a term of years.

**Liabilities.** — The whole amount of the debts that a person is owing, and also any contingencies likely to arise from his pecuniary responsibilities.

**Lien.** — A legal right to detain goods belonging to another until the charges upon them have been paid.

**Life annuity.** — An annuity paid to a person during his life.

**Ligan.** — See *“Lagan.”*

**Lght dues.** — Tolls levied on a ship towards the maintenance of lights, beacons, buoys shown for her guidance and warning while navigating certain rivers and roads.

**Lighter.** — A boat used to alight a ship or for the conveyance of goods in loading or unloading vessels.

**Lighterage.** — A charge for the use of a lighter.

**Limit.** — A fixed price given to a broker for the purchase or sale of anything.

**Limited.** — The word *“limited,”* at the end of a Company's name, means that the shareholders are only liable for the subscribed amount of their shares.

**Liquidated damages.** — Those damages the amount of which has been ascertained or agreed upon.

**Liquidation.** — The closing up of all business transactions or the winding up of any company.

**Live-stock** — Cattle carried on a vessel's deck as cargo.

**Lloyd's.** — It is a central office in London for all sea insurance business.

**Lloyd's registry.** — It is an establishment for the purpose of surveying and classing ships so as to afford to Underwriters a guarantee of the condition of vessels offered for insurance or employment.

**Loading in turn.** — It means that the loading of a certain vessel shall commence according to and in the order of her arrival at the berth.

**Loan** — A sum of money lent on security being deposited to ensure repayment of the amount advanced.

**Lockage.** — a) The locks of a canal; b) the tolls paid for passing through locks.

**Locker's orders** — Printed forms on the reverse side of bond notes, giving full particulars of the goods to be exported.

**Lock-out.** — A lock-out is where an employer locks out his workmen and prevents them from returning to work.



owing to any discontent shown by them at the existing regulation.

**Log-book.** — A book kept by the captain on board ship, in which he records anything of interest which occurs during the voyage.

**Long dozen** — Thirteen articles reckoned as twelve.

**Lot.** — A portion or parcel of goods.

## M

**Made bill.** — An endorsed bill.

**Making-up day.** — The second day of the settlement.

**Making-up price** — The price at which stocks and shares are closed for the current settlement.

**Manifest.** — A detailed account of a ship's cargo.

**Master porter.** — A person licensed to attend to the proper discharge of vessels upon their arrival in port.

**Mate's receipt.** A receipt given by the mate of a ship for goods which have been received on board.

**Maturity.** — The date upon which bills, promissory notes and similar documents fall or are legally payable.

**Measurement goods.** — Goods on which freight is charged by measurement.

**Memorandum of association.** — A stamped document containing the objects for which a company is formed, the name of the concern, the amount of capital etc.

**Merchantman.** — A vessel employed in the transport of goods.

**Messuage.** — A dwelling and offices with the adjoining lands.

**Metalling clause.** — A clause exonerating the Underwriters from claims for the ordinary wear and tear a steamer is subjected to during a voyage.

**Mileage.** — Fees paid, or a prize earned, by the mile for the conveyance of goods.

**Mint.** — The place where national money is coined.

**Minute book.** — A book containing the minutes, or short notes, of the meeting of any company.

**Mixed policy.** A policy of insurance for periodical voyages and for a certain time.

**Mock auction.** — This is where an auctioneer employs friends to bid for the goods so as to run up the price against genuine buyers.

**Money-order.** — Order for money deposited at one post office and payable at another.

**Monopolize.** — To obtain possession of a commodity so as to be the sole seller of it.

- Moratorium.** — An extension of time allowed for the payment of lawful debts.
- Mortgage.** — It is a conveyance of property as security for a debt; *blanket* —, a general mortgage on all the property.
- Mortgagee.** — One to whom a mortgage is made or given.
- Mortgagor.** — One who grants a mortgage.
- Multiple telegrams.** — A message sent to several persons in the same town.
- Mustel roll.** — A book containing the names, qualities etc. of every person on board.

## N

- Name day.** — The second day of the settlement on the stock exchange.
- Net produce.** — The actual amount when all deductions have been made.
- Net weight.** — The actual weight of goods themselves without reckoning the package.
- Nominal price.** — A price which exists in name only and that business might or might not be done at it.
- Note of hand.** — A document promising payment of a sum of money named, at a particular date.
- Notes.** — Promissory notes, notes of hand or bills of exchange.
- Notice of dishonor.** — Notice bringing to the knowledge of the parties liable the fact that the bill has not been accepted or paid.
- Noting.** — A minute a notary makes on the dishonored bill or on a slip attached to it or on his register, stating the presentment of it, the refusal to accept or pay it; it is also called "initial protest". Should the bill be a foreign one, the notary may afterwards draw out a formal protest.
- Novation.** — An agreement made by creditors with the continuing partners of a business after the withdrawal of one of them.

## O

- Obscuration.** — The difference between the true or actual strength of spirit and that indicated by the hydrometer.
- Official list.** — A list of prices in stocks and shares issued under the authority of the Exchange Committee.
- Official receiver.** — A person appointed by the Court of bankruptcy to manage and distribute an insolvent's estate during the liquidation of his affairs.

- Ok (to)** (pr. *oké*). — To check an account, or to put a sign or mark of approval to a document.
- Omnium**. — The aggregate value of the different kinds of stock which form a loan.
- On sale**. — Viz: Goods received on consignment for sale.
- Open account**. — An unsettled, unbalanced or running account.
- Open credit**. — A credit given by a banker to his client.
- Open endorsement**. — The endorsement of a check by simply writing across the back the name of the payee.
- Open policy**. — A policy of insurance which stands "open," until the total amount or "cover," has become exhausted by the various amounts debited from time to time in respect of insurances effected upon goods thereunder.
- Operating capital**. — The amount available for carrying on business, called also "working capital."
- Operating expense**. — That incurred in the regular transaction of a business.
- Options**. — A mode of speculating on the stock exchange where a person pays down so much per cent for the "option," to buy so much stock, at a fixed price, on a certain day.
- Order blank**. — Blank-notes to write orders upon.
- Output**. — The quantity of coal which can be digged, or of goods which can be produced or manufactured in any given time.
- Outside broker**. — A stock-broker who is not a member of the stock-exchange.
- Overdraft**. — The sum drawn in excess of the amount standing to one's credit.
- Overdraw (to)**. — To draw bills upon one for a greater amount than he who draws is entitled to.
- Overhead price**. — A price which includes all items usually charged as extras over the basis price.
- Over insurance**. — When the value of the goods is less than the sum insured, there is said to be an "over insurance."
- Over tonnage**. — When there are more vessels available than are required for the freight offering, there is said to be an "over tonnage."
- Overtrading** — Speculating or purchasing beyond one's capital; or trading beyond one's available means.
- Owing (a)**. — A debt to be cashed.

## P

- Package**. — Anything containing goods, as a cask, case, bale.
- Packet**. — A mail steamboat or steamer.
- Packing**. — The charge made for packing goods, or the cost of *package* itself.

- Paid up capital.** — The amount of capital already paid on a share.
- Paid up share.** — A share upon which the whole amount to be paid has been paid up.
- Paper currency.** — Bank notes and similiar documents.
- Par.** — *a*) The nominal value of securities, or the exact amount that has been paid for them. *b*) The sum of money in the currency of a country when equal to a given sum in the currency of another.
- Parcel.** — A lot or shipment of goods.
- Parcel post.** — A branch of post service conveying goods made up in 11 pounds parcels.
- Particular average.** — Any loss arising from the partial damage of a ship or cargo and not involving their general safety.
- Partner.** — A person who places money in a private company for the purpose of carrying on trade.
- Partnership.** — The combination of two or more persons to carry on any business.
- Pass book.** — A book showing the deposit account a customer has with a bank or a dock.
- Pawnee.** — He who takes a pawn or pledge as a security.
- Pawner.** — He who gives a pawn or pledge as a security.
- Pay day.** — The day on which stocks and shares are taken up and paid for.
- Payee.** — The person to whom money is paid, or a cheque is made payable.
- Payer.** — The person who pays.
- Paying-in slip.** — The document upon which is specified the amount of money paid into a bank.
- Pay roll.** — A record of wages paid.
- Per annum.** — By the year or yearly.
- Percentage.** — It is a duty or allowance on a hundred.
- Perquisites.** — Fees allowed by law for some specific service.
- Petties.** — It means sundry items or expenses too small to be enumerated separately.
- Petty cash book.** — A book wherein are recorded all small payments so that they may be posted in a lump sum.
- Phone message.** — A message or information by telephone.
- Pilte age.** — Any loss caused by theft during transit.
- Pilot.** — A duly qualified person who conducts ships through rivers, or into and out of ports.
- Pilotage.** — A charge made by pilots for their services.
- Piracy.** — A robbery on the high seas.
- Plaintiff.** — One who commences and carries on a law-suit against another.

- Plant.** — The fixed machinery, implements, tools and other requisites necessary to carry on any manufactory or business.
- Pleadings.** — The statements of two parties in a law-suit.
- Point.** — One per cent of par value of stock or bonds.
- Policy.** — A document containing a contract of insurance.
- Policy proof of interest** — This expression means that in the event of a loss, the insured is entitled to recover damage without producing any other document than the policy.
- Pool.** — Sums of money placed in a common fund.
- Port.** — a) A harbour where vessels can enter and remain in safety; b) the left-hand side of a ship.
- Porter.** — One who carries burdens for hire.
- Porterage.** — A charge for the hiring of porters.
- Postage.** — The money paid for conveyance of letters, parcels etc.
- Post entry.** — An additional entry for the overplus.
- Posting.** — The transferring of entries in the journal or other subsidiary books.
- Pest obit bond.** — A bond which is only payable after the death of the person named therein.
- Poste restante.** — It is said of a letter which is to remain at the post office until addressee calls for it.
- Post parcel.** — A bundle, box or parcel sent over by "parcel post".
- Postscript.** — A part added to a letter after the signature.
- Poundage.** — A charge or an allowance of so much per pound.
- Power of attorney.** — A legal document empowering one person to sign and act for another.
- Preference shares.** — Such shares as entitle the holder to a prior claim to profit.
- Premium.** — The amount paid for insurance.
- Presentment.** — The production of a bill of exchange to the party on whom it is drawn.
- Price current.** — A list issued by merchants to their customers, showing the various articles dealt in, and the current market price of each.
- Pricing.** — The determining of price at which articles shall be sold.
- Pricking note.** — A shipping order from the custom-house.
- Primage.** — This was formerly a gratuity given to the captain, it is now an additional percentage to the freight.
- Prima facie.** — A latin expression meaning: "at first view or appearance".
- Prime cost.** — It is the cost price of an article before any expenses or profits are added.
- Prime entry.** — A provisional entry of goods made from the particulars given on a bill of lading.

**Principal.** — a) The head of a firm; b) the sum of money on which interest is paid.

**Probate.** — a) Proofs of a will before the proper court; b) the official copy of a will with the certificate of its having been proved.

**Proceeds.** — The actual sum produced by any sale after deducting all charges.

**Procurator.** — The representative power granted to sign and act for another.

**Produce.** — The production of any country.

**Producer.** — One who grows or makes commercial commodities.

**Profit.** — The gain resulting from the employment of capital.

**Pro forma account.** — A fictitious account rendered in order to show fully the various charges so that one may form an opinion as to the probable result of the sale.

**Promissory note.** — A written promise to pay a certain sum at a stated time.

**Prompt.** — The period of credit or the time allowed for the payment of goods sold on credit.

**Proof in bankruptcy.** — The creditors giving proof by affidavit of any claim they are making on a bankrupt's estate.

**Property accounts.** — The accounts of the different kinds of goods and things dealt in.

**Pro rata freight.** — Freight in proportion of the distance run through.

**Protest.** — An attestation by a notary public of an unpaid or unaccepted bill.

**Proviso.** — A condition in a deed or other document.

**Proxy.** — a) One who acts for another; b) the document by which he is permitted so to act.

**Purser.** — An officer on board ship who has charge of all the cash payments.

**Put.** — A mode of speculating whereby a person limits his liability by paying down so much per cent for the option of delivering so many shares at a fixed price on a certain day.

**Put and call.** — The double option of being able to buy or sell a certain number of shares at a fixed price according to which transaction will yield a profit.

## Q

**Qualified acceptance.** — A conditional, or partial, or local acceptance.

**Quarantine.** — A regulation forbidding all communication between a ship and the shore on her arrival from places affected with contagious disease.

- Quarter days** — The last days of each of the quarters of the year on which payment of rent or interest becomes due.
- Quay.** — A landing place, by the waterside, for vessels to receive or discharge cargo.
- Quayage.** — A charge for using a berth alongside a quay, or for the temporary occupation of a " dumping ground ".
- Quorum.** — The legal number of a committee to hold a meeting and transact business.
- Quotation.** — The price and terms upon which a person is willing to enter or execute an order.
- Quovis.** — To insure " in quovis " means: with the reserve to state the ship's name as soon as known.

## **R**

- Racking.** — The transferring of wines or spirits from a cask to another.
- Rack rent.** — The annual rent extended to the full value of the thing rented.
- Rateable value.** — The value of property after deducting therefrom the probable annual expenses.
- Rate of exchange.** — That variable amount in the currency of one country which is offered for a fixed sum in the currency of another.
- Re.** — The same as: in regard to, relating to, in the matter of.
- Ready money.** — Money paid down on exchange of goods bought.
- Real estate.** — Land properties.
- Rebate.** — An abatement, allowance or discount.
- Receipt.** — An acknowledgment in writing of something having been received
- Receiver.** — A person also styled " official receiver " appointed by the Court of bankruptcy to manage and distribute an insolvent's estate during the liquidation of his affairs
- Receiving note.** — A note addressed by the ship's agent to the captain asking him to receive on board the goods therein specified.
- Receiving order.** — An order made by the Bankruptcy court appointing an official receiver to take charge of and manage an insolvent's estate.
- Redemption fund.** — A reserve fund or a sinking fund established for the payment of redeemable debentures, funded debts or other obligations.
- Re-draft.** — A bill drawn to reimburse one's self of the capital and costs of a protested draft.
- Red letter day.** — A fortunate day in business.



**Referee.** — One to whom some matter in dispute is referred for decision.

**Reference.** — A person or firm who will inform as to the standing or character of another firm.

**Registered bond.** — A bond non-transferable except under assignment.

**Remittance.** — A sum of money sent from one person to another.

**Remittance sheet.** — A blank filled out to accompany checks or bank-notes remitted in payment of an account.

**Request note.** — A permit to land perishable goods before the ship has reported and cleared at the Custom house.

**Reserve funds.** — A periodical share of the profits set aside to meet any extraordinary contingencies.

**Respondentia.** — A loan raised upon the cargo of a ship and the ship itself, upon the personal responsibility of the master.

**Retainer.** — A fee paid to a lawyer to conduct or defend a case.

**Returns.** — a) The amount of a merchant's sales during a stated time; b) an official report of any set of transactions; c) goods returned for defect in quality or for other motives.

**Revenue.** — The income of a country from taxes, duties etc.

**Revenue expenditures.** — Money spent in betterments.

**Rider.** — An addition to a document on a separate piece of paper.

**Rig (to)** — To "rig a market" means forcing up the price of any security.

**Rolling stock.** — The engines, carriages, waggons, trucks and cars of a railway company.

**Royalty.** — A duty payable to the owner of a mine or of a copyright, based upon the number of tons of ore mined or of books sold.

**Samming.** — The searching of a ship by the Custom house officers to see that neither dutiable nor prohibited goods are concealed on board.

**Run (on a bank).** — The unusual demand for payment of deposits caused by fear that the bank cannot meet its liabilities.

**Running days.** — A term for "consecutive days including Sunday".



**Salvage.** — a) Money paid for saving ship or goods from the dangers of the sea; b) the goods so saved.

**Salvage loss.** — A loss settled after deducting the value of goods saved.

**Sample.** — A small portion, drawn from the bulk of any merchandise, to serve as a specimen of the whole.



**Sampling orders.** — Orders given to permit samples of goods, lying at a dock, to be taken away.

**Schedule.** — A list or inventory of anything.

**Scrip.** — A provisional certificate of a person's share in a joint-stock company.

**Scrutiny.** — An examination of the voting papers given in at an election.

**Search warrant.** — A legal authority to search a private house for concealed property belonging to a bankrupt.

**Secunda via.** — The press-copy of a letter, sent by a different route or mail than the letter itself, to ensure the arrival of either.

**Security.** — Any document giving the holder a right to money, goods or other property.

**Seizure.** — The act of seizing (distraining) something by law.

**Settlement.** — The payment of an account or claim.

**Settling day.** — The last day of the settlement.

**Share.** — The proportion of interest in any undertaking.

**Shareholder.** — He who has shares in a public company.

**Ship broker.** — Agents who transact the business of a ship and obtain cargo or freight.

**Ship chandler.** — A dealer in cordage, canvas and general ship-furniture.

**Ship's articles.** — The conditions which seamen agree to be bound by when taking their places on board ship.

**Ship's husband.** — An agent, or a part-owner, who looks after the requisite repairs and fittings of a ship.

**Ship's papers.** — All the documents belonging to a vessel.

**Ship-owner.** — He who owns a ship.

**Shipper.** — *a)* He who places goods on board ship for transportation. *b)* A sea forwarding agent.

**Shipping bills.** — Customs documents used in cases where drawback is claimed.

**Short delivery.** — A deficient delivery.

**Short shipped.** — Goods are said to be "short shipped", when they are shut out of a ship, either accidentally or for want of room.

**Sinking funds.** — Profits set aside for extinguishing a debt.

**Skipping.** — The temporary transferring of goods from one package to another for the purpose of taring etc.

**Sleeping partner.** — He who invests money in a business but does not take any active part in the work.

**Slinging.** — A charge for putting the chains or ropes round the goods, as they lie in craft alongside a ship, to hoist them on board.

**Slip.** — *a)* A kind of dock for repairing ships; *b)* a piece of paper to write on.

- Smuggling.** — The secrete importing of goods, liable to duty, with a view to evade payment of the customs.
- Solvency.** — The state of being able to pay all one's debts.
- Specie.** — Coined money of any description.
- Stamp duty.** — A charge for stamping documents.
- Standard.** — A fixed point either of value, quantity or quality by which certain things are gauged and adjusted.
- Staple.** — The principal products of a country.
- Starboard.** — The right-hand side of a ship looking towards the bow.
- Statement.** — An account, periodically rendered, showing the amounts due by a person to another.
- Statistics.** — Collection of facts and figures relating to the state of trade.
- Statute of limitation.** — A law fixing the periods during which debts can be recovered.
- Steerage.** — An apartment in the fore part of a ship where third class passengers are placed.
- Stem (to).** — To stem a vessel means to arrange to load her, with coals, within a certain time.
- Stevedore.** — An experienced man who superintend the stowage of a ship's cargo.
- Steward.** — a) The manager of the provision department on board ship; b) he who has charge of estates.
- Stiffening order.** — A permission to take in heavy goods by way of ballast.
- Stock.** — a) The capital raised in share; b) public funds; c) an accumulation of unsold goods.
- Stock-in-trade.** — The goods in stock and the fittings, machinery etc. to carry on any trade.
- Stock-taking.** — A periodical valuing of stock-in-trade to enable the proprietor to ascertain his true position.
- Stop (to).** — To "stop a cheque," means to instruct a banker not to pay it because it has been lost or stolen.
- Stoppage in transitu.** — A right to stop goods in transit to prevent their delivery to a buyer who has become insolvent.
- Storage.** — A charge made for storing or warehousing goods.
- Stowage.** — Wages paid for stowing a ship.
- Stranding.** — The running of a ship on a rock or sandbank.
- Stress of weather.** — A violent storm at sea.
- Strike.** — The act of a body of workmen refusing to work in order to secure higher wages or for the redress of a grievance.
- Sue (to).** — To prosecute at law for the payment of a debt.
- Supercargo.** — A person engaged to go with a ship for the purpose of superintending the sale of her cargo.
- Surveyor.** — An inspector of goods, ships, engines etc.

## T

- Tare.** — An allowance for the weight of the package.
- Tariff.** — A table of fixed charges.
- Telegraphic transfer.** — Payment of money by telegraphic order.
- Telegram blank.** — Blank notes to write telegrams upon.
- Teller.** — A cashier who receives and pays out money over the counter of a bank.
- Tender.** — A written offer to supply certain commodities upon specified terms.
- Term day.** — The day on which rent falls due, or on which the several legal "terms" commence.
- Ticket day.** — The second day of settlement on Stock-exchange.
- Tickler.** — A record of matters to be attended to on future occasion.
- Time bargain.** — A sale for future delivery.
- Time policy.** — A policy for a certain period and not for a voyage.
- Tonnage.** — A ship's carrying capacity or the number of tons she will carry.
- Tontine.** — A jointly life insurance of several persons.
- Towage.** — a) The act of towing a ship; b) the money paid for such service.
- Trade inquiry form.** — A blank to be filled out with confidential informations on a concern.
- Trade mark.** — A peculiar mark placed upon articles by a manufacturer so as to distinguish his make from those of other producers.
- Trades Union.** — A combination of workmen to maintain what they consider their rights and privileges as to wages.
- Transfer.** — A cession of any right, stock or property.
- Tranship (to).** — To remove goods from one ship to another.
- Trimmer.** — A man employed in trimming or stowing coal in a ship's hold.
- Trinity house.** — An establishment which superintends the interests of British navigation and shipping.
- Truckage.** — A charge made for using railway trucks.
- Trust.** — Coalition of producers.
- Trustee.** — A person appointed by law to realize or manage the property of another.
- Turn over.** — The actual cost of goods sold during the year.
- Type.** — A standard sample representing a certain quality, or crop.
- Typed addition.** — Clauses added, to a printed contract, in typewriting.

## U

**Ullage.** — a) The difference between the full capacity and actual contents of a cask; b) the actual quantity in a cask.

**Underlivery.** — A short or deficient delivery.

**Underwriter.** — A marine insurer.

**Unseaworthiness.** — The incapacity or unsafeness of a ship to go on a voyage.

**Usance.** — The time allowed by usage for the currency of bills of exchange.

**Usury.** — An illegal interests for money when exceeding the rate of 6 %.

## V

**Valued policy.** — A marine insurance policy wherein the amount insured is valued or fixed.

**Via.** — a) The route by which things are to be sent through; b) a copy of any document sent for safety by some other route than that by which the original went.

**Visé.** — An official endorsement on a document by a Consul.

**Voucher.** — Any document in proof of payment made or of other transactions effected.

## W

**Warrant.** — A receipt for goods deposited in a warehouse.

**Warranty.** — a) Condition undertaken by the assured, which if not complied with, vitiate the insurance; b) a guarantee.

**Wear an tear.** — The natural deterioration of a thing by use.

**Weight note.** — A document issued by a dock company giving the gross weight, marks etc. of imported goods.

**Wharfage.** — A charge for receiving and removing goods on a wharf.

**Winding up.** — The closing up of all business transactions of a concern.

**Writ.** — A document by which a person named therein is summoned to attend at a certain place or to appear at a certain court under penalty.

## Y

**Yard goods.** — Fabrics (cloth, linen) sold by the yard.

**Year.** — A twelvemonth; *calendar* —, any twelve consecutive months; *civil or legal* —, the 365 days running from Jan. 1<sup>st</sup> to Dec. 31<sup>st</sup>.

(A SUPPLEMENT)

A small

English-Italian Commercial Vocabulary <sup>(1)</sup>

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A horizontal line (—) replaces the initial word.

Two vertical lines ( || ) separate the different meanings of a word.

**A**

**Abandonment**, abbandono || *notice of* —, dichiarazione di abbandono.

**Abatement**, ribasso, sconto.

**Above par**, sopra la pari.

**Acceptance**, accettazione || *absolute* —, accettazione pura e semplice || *blank* —, accettazione in bianco || *qualified* —, accettazione condizionata || *non* —, mancata accettazione.

**Acceptor**, accettante || — *for honor*, accettante per onor di firma.

**Accomodation-bill**, cambiale di favore.

**Account**, conto || *pro forma* —, conto figurato || — *bought*, conto o fattura di compera || — *sales*, conto di vendita || — *current*, conto corrente || *onstanding* —, conto da liquidarsi || — *purchases*, conto di compra || *for* — *and risk of*, per conto e rischio di || *joint* —, conto a metà, in partecipazione || *to credit or debit an* — *with*, accreditare, addebitare in conto || *to place to* —, portare in conto.

**Accountant**, contabile || *public or chartered* —, perito ragioniere.

**Acknowledgment**, ricevuta, accusa di ricezione || *railway* —, bolletta di spedizione || — *slip*, scontrino, talloncino, ricevuta postale.

**Active**, attivo || — *bond*, obbligazione a interesse fisso || — *partner*, socio ordinario.

**Acts of God**, casi fortuiti.

(1) For a polyglot translation of Italian terms and phrases of general use in trade, commerce and shipping business, please consult G. FRISONI'S « *Dictionary commerciale in sei lingue* » U. Hoepli Publisher, Milan 1907.

**Address-commission**, sconto o percentuale sul nolo a favore dei consegnatari.

**Addressed**, raccomandata (parlando di nave).

**Adjudication in bankruptcy**, dichiarazione di fallimento.

**Adjuster**, liquidatore d'avarie.

**Advance**, anticipo || rialzo del prezzo.

**Advice**, avviso || *want of* —, mancanza di avviso || *without further* —, senza altro avviso.

**Affidavit**, attestazione giurata.

**Agency**, rappresentanza.

**Agent**, agente || *shipping* —, spedizioniere (per via di mare) || *forwarding* —, spedizioniere (per via di terra) || *customs* —, spedizioniere doganale || *ship* —, agente marittimo.

**Agió**, aggio.

**Agreement**, accordo || concordato.

**Allonge**, coda, foglio d'allungamento (di cambiale).

**Allowance**, bonificazione, riduzione, abbuono, sconto.

**Allround price** prezzo spese comprese.

**Alongside**, alla banda, lungobordo || *to be taken from* —, da riversi alla banda.

**Amount**, ammontare || *full, total* —, ammontare totale || *gross, net* —, ammontare lordo, netto.

**Anchor**, ancora || *to lie at* —, stare all'ancora.

**Anchorage**, ancoraggio || tassa, diritto di ancoraggio.

**Annuity**, reddito annuale || *perpetual* —, rendita perpetua.

**Anticipated advice**, avviso preventivo, preavviso.

**Answer**, risposta || *in* — *to*, in risposta a.

**Arbitration**, arbitraggio || *to settle by* —, definire per arbitraggio.

**Arrival**, arrivo || *fresh* — *s*, nuovi arrivi.

**Article**, articolo || *leading* —, articolo principale || — *s. of association*, statuto d'una società.

**Assets**, beni, fondi || attivo (proprietà o crediti formanti l'attivo).

**Assign**, cessionario.

**Assignee**, sindaco di fallimento || cessionario.

**Attorney**, procuratore || *letter, power of* —, procura.

**Auction**, vendita all'asta pubblica || *to put up for* —, mettere all'incanto.

**Audit (to)**, — esaminare in contraddittorio || — *meeting*, riunione per la verifica dei conti || *to* — *an account*, verificare un conto.

**Average**, medio || — *price*, prezzo medio.

**Average**, avaria || contribuzione || *general, particular* —, avaria generale, particolare || *free from* —, franco d'avarie || *to adjust an* —, regolare una avaria || — *bond*, compromesso d'avarie || — *stater, adjuster*, liquidatore d'avarie || — *statement*, regolamento di avaria || — *survey*, perizia d'avarie.

**Award**, sentenza d'arbitri.

**B**

**Back (to)**, appoggiare, sostenere una domanda, una petizione ecc.  
|| — *a bill*, porre l'avallo ad una cambiale.

**Backwardation** premio del riporto.

**Balance**, bilancio, saldo di conto || — *sheet*, bilancio, specchio delle attività e passività || — *brought forward*, saldo del conto precedente || *to draw a —*, fare un bilancio.

**Bale**, balla || *heart damaged —*, balla guasta all'interno.

**Ballast**, zavorra || *in —*, in zavorra.

**Bank**, banco, banca || *branch —*, banca filiale, succursale || *joint-stock —*, banca per azioni || *savings —*, cassa di risparmio || — *bill*, vaglia bancario || — *note*, biglietto di banca || — *stock*, azioni d'una banca.

**Banking-business**, affari bancari.

**Bankrupt**, bancarottiere || — *'s certificate*, concordato || — *'s estate*, massa attiva d'un fallito || *to be declared a —*: *to be gazetted as a —*, essere dichiarato fallito.

**Bankruptcy**, bancarotta || *fraudulent —*, bancarotta fraudolenta || *to file a declaration of —*, dichiararsi fallito.

**Bargain**, affare, contratto || *to close a —*, conchiudere un affare || *a losing, bad —*, affare passivo || *into the —*, per soprammercato.

**Bear**, giocatore al ribasso, ribassista.

**Below par**, sotto il pari.

**Bearer**, portatore || *payable to the —*, pagabile al portatore.

**Berth**, posto d'ancoraggio assegnato ad una nave || — *contract*, contratto di noleggio con clausole pel turno di caricazione.

**Bidder**, offerente || *the highest —*, il maggior offerente.

**Bid or Bidding**, offerta fatta ad un incanto.

**Bill**, nota, conto || tratta, cambiale || *accomodation —*, cambiale di favore || — *s in hand*, effetti in portafoglio || — *at sight*, cambiale a vista || — *in sets*, cambiale in più esemplari (prima, seconda e terza di cambio) || — *book*, scadenziere || *running —*, effetto da scadere || *to discount a —*, scontare una cambiale || *to endorse a —*, girare una lettera di cambio || *to note a —*, appuntare una tratta nel protocollo notarile || *to protest a —*, protestare una tratta.

**Bill of carriage**, lettera di vettura, di porto.

**Bill of entry**, bolla cauzione, bolletta doganale.

**Bill of exchange**, lettera di cambio, cambiale.

**Bill of lading**, polizza di carico || *through —*, polizza diretta, cumulativa, combinata pel trasporto terrestre e marittimo.

**Bill of parcels**, fattura.

**Bill of health**, patente di sanità || *clean. foul —*, patente netta, brutta.



- Blank**, in bianco || — *cheque*, mandato in biancó || — *credit*, credito in bianco.
- Board**, bordo || *free on* —, franco a bordo || — *of Directors*, consiglio d'amministrazione || — *of Trade*, Consiglio superiore del Commercio || *Harbour* —, Ispettorato dei porti.
- Bond**, obbligazione, cartella, titolo || — *holder*, azionista, possessore d'una obbligazione.
- Bond**, punto franco || *in* —, fuori dazio || — *ed warehouse*, magazzino in deposito franco.
- Book (to)**, registrare, passare a libro || *to* — *an order*, registrare, prendere nota d'una commissione || *to* — *luggage*, spedire il bagaglio.
- Booking-office**, ufficio spedizioni o trasporti (di merci, bagagli).
- Booking-ticket**, ricevuta, scontrino dei bagagli o dei colli.
- Book-keeper**, contabile, computista, ragioniere.
- Book-keeping**, contabilità, tenuta dei libri || — *by double*, *by single entry*, tenuta in partita doppia, semplice.
- Bottomry**, prestito a cambio marittimo || — *bond*, contratto di cambio marittimo.
- Bought note**, nota, conto di compra.
- Bought of**, (nelle fatture). *Dare*.
- Bound to**, (di nave) diretta, destinata, in viaggio per.
- Bounty**, gratificazione, abbuono.
- Box**, cassa || *P O.* —, casella postale || — *holder*, casellista.
- Branch**, ramo || — *house*, succursale, filiale.
- Brand**, marca || impressione a fuoco sulle casse.
- Break (to)**, rompere || — *bulk*, cominciare lo scarico di una nave.
- Breakage**, rottura, avaria, danno.
- Bring (to)**, portare || — *forward*, riportare || *brought forward*, riporto.
- Broker**, mediatore, sensale || *ship* —, mediatore di noleggi, sensale marittimo || *stock* —, agente di cambio || *insurance* —, mediatore in sicurtà || *licensed* —, sensale patentato.
- Brokerage**, mediazione, senseria.
- Brought forward**, riporto dalla pagina precedente.
- Bulk**, carico generale di nave || *in* —, a monte, alla rinfusa || *to break* —, cominciare lo scarico || — *account*, conto riassuntivo.
- Bull**, speculatore al rialzo, rialzista.
- Bunker**, carbonile || — *coal*, carbone uso nave.
- Burthen**, portata o tonnellaggio di una nave.
- Business**, affari || *on* —, per affari || *to give up* —, ritirarsi dagli affari || *to transact* —, far affari.
- Buy (to)**, comprare || — *for cash*, *on credit*, comprare a contanti, a credito || — *in*, comprare all'incanto per conto del proprietario della merce stessa.
- Buyer**, compratore, cliente.



**Cable (to)**, telegrafare oltre mare.

**Cablegram**, telegramma ultramari.

**Call**, compra a premio || — *s*, richieste di fondi agli azionisti.

**Call (to — at)**, toccare, far scalo in un porto.

**Can**, latta, barattolo per liquidi o conserve.

**Capacity**, capacità || *in the — of*, in qualità di.

**Capital**, capitale || — *at hand*, capitale disponibile || *invested —*, capitale impiegato || *issued —*, capitale emesso || *locked up —*, capitale immobilizzato || *paid up*, capitale versato || *stock —*, capitale sociale || *working —*, capitale d'esercizio.

**Captain's protest**, protesto d'avaria, prova di fortuna.

**Care**, cura || *to take —*, prendersi cura || — *of Mr....*, presso il Sig....

**Cargo**, carico || *homeward —*, carico di ritorno || *outward —*, carico di andata || *inward —*, carico d'importazione || *bulk —*, carico alla rinfusa o composto di merce sciolta || — *badly trimmed*, carico mal stivato || *floating —*, carico flottante || *full —*, carico completo || *heated —*, carico riscaldato || *perishable —*, carico soggetto a deperimento || *shifted —*, carico spostato. smosso.

**Carriage**, trasporto, spesa di porto || — *paid, or prepaid*, franco di porto || — *unpaid, or to be collected*, in porto assegnato || — *by sea*, trasporto marittimo o per mare || — *by land*, trasporto terrestre o per terra.

**Carried forward**, a riportarsi.

**Carrier**, trasportatore || — *of emigrants*, vettore.

**Carry (to)**, portare || — *forward*, riportare || — *to any one's debit*, addebitare || — *on trade*, trafficare, commerciare.

**Cartage**, spesa di trasporto con carri.

**Case**, cassa || caso || *by the —*, per ogni cassa || *in — of need*, in caso di bisogno.

**Cash**, cassa || danaro contante || *short of —*, a corto di denari, privo di fondi || *for —*, per contanti || — *against documents*, pagamento contro documenti || — *bargain*, compra ferma || — *deficit*, ammanco di cassa || — *on delivery*, pagamento contro assegno || — *on hand*, fondo di cassa.

**Cast (to)**, gettare || — *up an account*, addizionare un conto || — *anchor*, gettare l'ancora.

**Certificate**, certificato || — *of composition*, concordato || — *character*, certificato di classificazione || — *of incorporation*, certificato della legale costituzione d'una società || — *of origin*, certificato di origine || — *of registry*, certificato di nazionalità.

**Certified copy**, copia autentica.

**'Change**, Borsa || *to go on —*, andare in borsa.

- Charges**, spese || *petty* —, piccole spese || *clear of* —, netto di spese || *to incur in* —, incorrere in spese || *to bear* —, sopportare le spese.
- Charter**, regie patenti || *by* —, per decreto reale.
- Charter (to)**, noleggiare || — *from head to stern*, noleggiare a corpo, in blocco.
- Chartered accountant**, ragioniere diplomato, regio liquidatore.
- Chartered company**, compagnia, società privilegiata.
- Charter-party**, contratto di noleggio
- Cheap**, buon mercato || *dirt* —, a prezzo vile.
- Cheque**, assegno, chèque || *crossed* —, chèque barrato.
- Clean bill of lading** polizza netta, senza osservazioni o riserve del capitano.
- Clear (to)** sdoganare || spedire in dogana || *to* — *inward*, ammettere in libera pratica || *to* — *outward*, rilasciare le spedizioni, autorizzare una nave a partire.
- Clearing-house**, stanza di compensazione
- Clearings**, operazioni di compensazione.
- Clerk**, commesso || *travelling* —, commesso viaggiatore.
- Coal**, carbone || *best welsh* —, carbone gallese di prima qualità || *bunker* —, carbone uso nave || — *cakes*, mattonelle || *double screened* —, carbone doppiamente crivellato || — *drawing*, estrazione del carbone || — *heaver*, scaricatore di carbone || *lump or large pieced* —, carbone di grossa pezzatura || — *stone*, antracite.
- Coasting-trade**, cabotaggio.
- Collect (to)**, esigere, riscuotere, incassare.
- Collection**, incasso || *to send for* —, mandare all'incasso.
- Colliery**, miniera di carbone
- Colonial**, coloniale || — *produce or commodities*, coloniali || — *stocks*, titoli di prestiti coloniali.
- Commission**, commissione || *to charge 2½%* —, percepire 2½% di commissione || — *agent*, agente commissionario || — *sale*, o *sale on* —, vendita in commissione.
- Company**, compagnia, società || *joint stock* —, società anonima o per azioni || *limited* —, società anonima od a responsabilità limitata || *public or unlimited* —, società in nome collettivo.
- Competition**, concorrenza || *out of* —, che non teme concorrenza.
- Compulsory**, obbligatorio || — *winding up*, liquidazione forzata.
- Concern**, affare || azienda.
- Condition** condizione || *in good, bad* —, in buono, cattivo stato.
- Congestion**, agglomeramento di merci.
- Consignee**, consegnatario.
- Consignment**, consegna || *on* —, in consegna || — *sale*, o *sale on* —, vendita in commissione.
- Consignor**, consegnatore, speditore, mittente.

- Constructive**, costruttivo || — *possession*, possesso relativo || — *total loss*, perdita costruttiva ossia di  $\frac{3}{4}$  del valore della nave).
- Consulage**, diritti consulari.
- Contango**; riporto alla prossima liquidazione.
- Contract**, contratto || *worked by* —, lavoro fatto per aggiudicazione || *parol* —, contratto verbale.
- Contractor**, appaltatore, fornitore.
- Contributor**, apportatore di fondi.
- Control** (*beyond*), indipendente da uno.
- Convenience**, convenienza || *at your earliest* —, colla prima occasione.
- Conveyance**, trasporto || — *by rail, by water*, trasporto per ferrovia, con nave.
- Cooperage**, spese di riparazione ai barili.
- Co-owner**, comproprietario.
- Co-partner**, co-associato.
- Copy**, copia || *certified* —, copia autentica.
- Corporate company**, ditta (società commerciale composta di più di sei persone lavorante sotto una ditta).
- Corporation stocks**, obbligazioni, cartelle, prestiti municipali.
- Cost**, costo, prezzo || *at prime* —, *at* — *price*, al prezzo di costo.
- Costs**, spese || *to condemn to pay legal* —, condannare nelle spese.
- Cotton**; cotone || — *mill*, cotonificio.
- Counterfoll**, bolletta di stacco || — *register*, registro a madre e figlia.
- Counterpart**, matrice || — *cheque*, assegno a matrice.
- Counting-house**, ufficio, banco, scrittoio di negoziante.
- Coupon**, tagliando || *to take off a* —, staccare il tagliando.
- Course**, corso || *in due* —, a tempo debito.
- Cover**, fascia || *under registered* —, sottofascia raccomandata || — *note*, polizza provvisoria di assicurazione.
- Craft**, galleggiante, chiatta, barcone.
- Credit**, credito || *blank* —, credito in bianco || *open* —, credito allo scoperto || *upon* —, a credito || *to buy on* —, comprare a credito || *to carry, to pass to some one's* —, portare al credito di q. u. || *letter of* —, lettera di credito.
- Creditors**, creditori || *to call one's* —, convocare i propri creditori || *to compound with one's* —, fare un concordato coi propri creditori || — *'meeting*, adunanza di creditori.
- Crossed cheque**, chèque barrato, pagabile soltanto all'intestatario.
- Cum dividend**, col coupon.
- Cum new**, col diritto alle nuove obbligazioni.
- Currency**, moneta, circolazione monetaria, moneta legale.
- Current**, corrente || *account* —, conto corrente || — *áccount*, conto aperto con un bottegaio || — *coin*, moneta corrente || *price* —

prezzo corrente, listino || — *price*, prezzo corrente sul mercato — *rate*, tasso corrente.

**Custom**, clientela || *to have a good run of* —, aver molti clienti.

**Custom-house**, ufficio doganale || — *bond*, bolletta di transito || *to report at the* —, indoganare, dichiarare in dogana.

**Customs**, dogana dazio || —, or — *duties*, diritti doganali || — *inwards*, diritti d'entrata || — *outwards*, diritti di sortita || *Collector of the* —, Direttore di dogana.

## D

**Damage**, danno || *avaria* || *to recover* — *s*, venir risarcito dei danni.

**Dandy and pricking note**, ordine di consegna e d'imbarco.

**Date**, data || *at a long, short* —, a lunga, breve scadenza || — *as post mark*, data del bollo postale || *under this-day's* —, in data d'oggi || *to bear* — *of*, portar la data di || *your letter of* —, la favorita vostra d'oggi.

**Day**, giorno || *s tiling* —, giorno di liquidazione || *lay* — *s*, stallie || — *book*, libro giornale.

**Dead freight**, vuoto per pieno.

**Dealer**, negoziante, commerciante || *retail, wholesale* —, negoziante al minuto, all'ingrosso.

**Debenture**, obbligazione || *scontrino di restituzione di dazio* || — *bond*, obbligazione a scadenza fissa.

**Debit**, debito || *dare* || *to carry, to place to any one's* —, addebitare, passare al debito di q. u.

**Debt**, debito || *to admit a* —, riconoscere un debito || *to contract, incur a* —, contrarre, incorrere un debito.

**Debtor**, debitore || *Dare* || — *in arrear*, debitore moroso.

**Deck**, ponte || — *load*, carico di coperta.

**Decline**, ribasso || *to experience, suffer a* —, subire un ribasso.

**Deduction**, riduzione, deduzione.

**Deed of partnership**, atto di società.

**Default of acceptance**, mancata accettazione.

**Deferred bond, share**, obbligazione, azione che non irrua interesse immediato.

**Delay**, ritardo || *without* —, senza ritardo.

**Del credere**, del credere.

**Delivery**, consegna || *sale for* —, vendita a consegna || *prompt* —, pronta consegna || *for forward* —, a futura consegna || *short* —, ammanco, resa in meno || — *under tackle*, consegna sotto paranco.

**Demand**, richiesta || *in* —, ricercato || *in full of all* — *s*, a saldo d'ogni conto, a saldo totale || *on* —, a presentazione.

**Demurrage**, controstallie || diritto di sosta.

- Department**, dipartimento || *accountants' —*, ufficio contabilità  
|| *corresponding —*, ufficio corrispondenza.
- Deposit**, deposito || *— at notice*, deposito con preavviso pel ritiro.
- Depositor**, depositante.
- Despatch**, celerità || *with all due —*, con tutta sollecitudine.
- Difference**, differenza || *to split the —*, dividere la differenza.
- Director**, amministratore || *the — s*, Consiglio d'Amministrazione.
- Directory**, annuario.
- Disbursement**, sborsi || *to charge forward one's —*, rimborsarsi delle spese.
- Discount**, sconto || *under —*, (presentato) allo sconto || *— note*, nota di sconto || *rate of —*, tasso di sconto.
- Dishonour**, rifiuto di pagamento, mancato pagamento.
- Dispatch money**, premio di allestimento o d'anticipato scarico.
- Disposai**, disposizione || *to hold, to place at any one's —*, tenere, mettere alla disposizione di qc.
- Dissolution**, scioglimento (d'una società).
- Dividend**, dividendo || *tagliando || ex —*, senza tagliando || *to cut off a —*, staccare il tagliando.
- Dock**, bacino || *dry —*, bacino di carenaggio || *wet —*, bacino di caricazione o scaricazione || *— dues*, diritti, spese di dock || *to — a vessel*, mettere una nave in bacino.
- Docks**, docks, magazzini in deposito franco || *— charges, dues*, diritti di dock, spese di sosta delle merci || *— warrant*, buono o vaglia dei docks.
- Docket**, apertura d'un fallimento || ruolo (delle tasse).
- Domicile**, domicilio || *payable at the — of*, pagabile al domicilio di || *to appoint —*, eleggere il proprio domicilio.
- Dormant partner**, socio capitalista.
- Draft**, tratta, lettera di cambio || tara o abbuono per recipienti.
- Draught**, pescaggio delle navi.
- Draw (to)**, tirare, far tratta || *— out*, prelevare || *— samples*, estrarre i campioni || *— up an invoice*, fare, stendere una fattura.
- Drawback**, rimborso, restituzione di dazio || abbuono.
- Drawee**, trattario.
- Drawer**, traente.
- Drawing**, estrazione (di titoli) || escavazione (del carbone).
- Dry**, secco || *to be kept —*, si conservi all'asciutto, teme l'umidità (sulle casse d'imballaggio) || *— dock*, bacino di carenaggio.
- Due**, scaduto || *to fall —*, scadere.
- Dull**, calmo || *— season*, stagione morta.
- Dunnage**, pagliuolo del carico.
- Dumping ground**, scalo dei carboni (calata ove depositasi il carbone scaricato dalle navi).
- Duplicate**, duplicato || *— receipt available but once*, ricevuti falla in doppio esemplare ad un solo effetto.

**Dutiable**, soggetto a dazio.

**Duty**, diritto, dazio || *customs* —, diritti doganali || *free of* —, esente da dazio || *heavy* —, dazio forte || — *paid*, franco di dazio || *stamp* —, tassa di bollo || *town* —, dazio di consumo || — *unpaid*, diritti a pagarsi, merce schiava di dazio.

## E

**Effect (to)**, effettuare || — *insurance*, curare l'assicurazione.

**Embargo**, sequestro di nave || *to lay an* —, mettere un sequestro.

**End, fine** || *at the* — *of May*, per fine Maggio.

**Endorse (to)**, girare || — *in blank*, girare in bianco.

**Endorsement**, girata || — *security*, avallo.

**Enter (to)**, registrare || dichiarare in dogana || — *outwards*, far la dichiarazione d'uscita.

**Entry**, registrazione || dichiarazione doganale || bolletta || *bill of* —, certificato doganale || *by single, double* —, in partita semplice, doppia || *to make an* — *of*, passare a registro || *to make* —, dichiarare in dogana || — *for warehousing*, bolletta di accompagnamento in deposito franco.

**Equitable mortgage**, pegno con diritto di riscatto.

**Estate**, beni, proprietà.

**Estimate**, preventivo || *rough* —, preventivo approssimativo.

**Exchange**, cambio || *bill of* —, lettera di cambio || *course of* —, corso dei cambi || *set of* —, prima, seconda e terza di cambio || *at the rate of* — *of*, al cambio di || *current rate of* —, corso del cambio || — *at par, above par, below par*, cambio al pari, sopra il pari, sotto il pari.

**Exchange**, Borsa || — *broker*, agente di cambio.

**Excheque-bill**, buono del tesoro.

**Exchequer**, ministero delle finanze.

**Excise**, dazio di consumo.

**Expenses**, spese, sborsi, dispendi.

**Expiration**, scadenza.

**Export-duty**, dazio d'uscita.

**Exportation**, esportation || *bounty on* —, premio d'esportazione.

**Exporter**, esportatore.

**Ex-quay**, (merce presa) sulla banchina.

**Extent**, estensione || *to the* — *of*, sino alla concorrenza di.

**Extra demurrage days**, decontrostallie.

## F

**Factory**, fabbrica, manifattura, opificio.

**Fallure**, fallimento, bancarotta.

**Fall**, ribasso || *on the* —, in ribasso || *to* — *due*, scadere || *to* — *short of*, venir meno a.

- Favor, favore** || *in your* —, a vostro favore || *your* — *of*, la favorita vostra del.
- Fees, competenze, onorari, diritti.**
- File (to), registrare, depositare documenti.**
- Firm, ditta** || *under the* — *of*, sotto la ditta, la ragione di.
- Floating, galleggiante** || — *cargo*, carico viaggiante || — *debt*, debito flottuante || — *dock*, bacino galleggiante || — *policy*, polizza aperta o flottante.
- Foreman, capo fabbrica.**
- Forfeit (to), confiscare** || — *ed to the sellers*, rivendicato e passato in possesso dei venditori.
- Forward (to), spedire, inoltrare.**
- Forwarding-Agent, spedizioniere.**
- Free, franco** || — *of all average*, franco d'ogni avaria || — *alongships*, franco alla banda || — *of capture and seizure*, franco di confisca || — *of general average*, franco di avaria generale || — *of particular average*, franco di avaria particolare || — *of charges*, franco di spesa || — *on board*, franco a bordo.
- Freight, nolo** || *dead* —, vuoto per pieno || *homeward* —, nolo di ritorno || *outward* —, nolo di andata || *foreign* —, nolo per l'estero || *round* —, nolo di andata e ritorno || *rate of* —, tasso di nolo.
- Full, pieno, completo** || *in* — *of all demands*, a saldo completo || *received in* —, ricevuto a saldo.
- Funds, capitali, fondi** || *call for* —, richiesta di fondi || *consolidated* —, Consolidato || *reserve* —, fondo di riserva || *sinking* —, fondo di ammortizzamento || *to put money in the* —, investire danaro in rendita || *to provide* — *for*, far i fondi.

G

- Giving for the call, compra a premio.**
- Glass, recipiente di vetro** || *preserves in* —, conserve in bottiglie.
- Goods, merci** || *dry* —, coloniali; stoffe e tessuti || *fancy* —, oggetti di fantasia || *on hand*, merci disponibili || — *in bond*, merci in deposito franco.
- Good will, prezzo di cessione (corrispettivo per la cessione del locale, delle merci e della clientela).**
- Government bonds, obbligazioni, cedole dello Stato.**
- Grain, cereali, granaglie.**
- Grantee, concessionario.**
- Graving dock, bacino di carenaggio.**
- Grievances, gravami.**
- Gross, grossa** || *by the* —, ogni grossa || *in the* —, in blocco.
- Gross, lordo** || — *weight*, peso lordo || — *register*, portata lorda.



Grounded, arenato, incagliato.

Guaranty, garanzia || *to give a* —, dare una cauzione o garanzia.

Guldance, norma || *for your* —, per vostra norma o regola.

## H

Hand, mano || *firma* || *second* —, d'occasione || *in* —, in cassa, in magazzino, in portafoglio || *on* —, sottomano, pronto || *to come to* —, pervenire || *to keep on* —, tener pronto a magazzino.

Hand (to), rimettere, trasmettere, inviare.

Hands, manovali, giornalieri, marinai (operai in genere).

Harbour, porto || — *board*, ispettorato del porto || — *dues*, diritti di porto || — *master*, capitano del porto || — *master's office*, capitaneria.

Head, capo || — *clerk*, primo commesso || — *manager*, direttore generale || — *office*, sede principale.

Health, salute || *bill of* —, patente di sanità.

Highest bidder, miglior offerente.

Hold, stiva || *fore* —, stiva di prora || *after* —, stiva di poppa.

Hold (to), tenere || — *a bill*, essere portatore di una cambiale. || — *over*, ritardare la presentazione.

Holder, portatore di una cambiale, tenitore di una polizza.

Home, patria || — *port*, porto nazionale || — *produce*, prodotti indigeni || — *trad*, commercio interno, nazionale.

Homeward, diretto in patria || — *bound*, in viaggio di ritorno (al porto d'armamento) || — *cargo*, carico di ritorno || — *charter*, noleggio di ritorno.

Honour, onore || *due* —, buona accoglienza || *to interfere for* —, intervenire per l'onore della firma || *to pay due* — *to*, far buona accoglienza.

House, casa di commercio || *first rate* —, casa di primo ordine || *branch* —, casa filiale || *counting* —, ufficio || *clearing* —, stanza di compensazione.

Hulk, scafo di vecchia nave adoperato per magazzino || pontone, allibo, chiatta.

Hull, scafo di nave || *on* —, (assicurazione) sullo scafo || — *policy*, assicurazione di corpo e attrezzi.

Hundredweight, cantara o quintale inglese.

## I

Import, importazione || — *duty*, dazio d'entrata || — *trade*, commercio d'importazione.

Importation, importazione.

Incorporated Company, società legalmente costituita.

Incorporation, costituzione legale (d'una società) || — *certificate*.



- certificato di riconoscimento ufficiale || — *by charter*, costituzione o riconoscimento d'una società per R. Decreto.
- Indents**, libri a matrice.
- Indenture**, capitolato d'oneri.
- Indorsee**, giratario.
- Indorsement**, girata.
- Indorser**, girante.
- Inland**, interno, dentro terra || — *trade*, commercio interno.
- Instalment**, versamento || *à conto* || pagamento parziale, rata.
- Instant**, (mese) corrente.
- Insurance**, assicurazione, sicurtà || *fire* —, assicurazione contro il fuoco || *life* —, assicurazione sulla vita || *marine* —, assicurazione marittima || *to effect an* —, fare, curare, l'assicurazione || *to cancel an* —, annullare una assicurazione || *contract, policy, premium of* —, contratto, polizza, premio d'assicurazione || — *broker*, mediatore di assicurazione o sicurtà.
- Insured**, assicurato
- Insurer**, assicuratore.
- Intelligence**, avviso, notizia || — *office*, ufficio d'informazioni.
- Interest**, interesse || *to put out to* —, depositare danaro all'interesse || *to bear* —, fruttare interesse || — *bearing papers*, titoli, buoni fruttiferi || — *charged and allowed*, interesse reciproco || *the — shall be payable from*, la decorrenza degli'interessi sarà computata dal.
- Interests**, interessi || *to promote to watch over, to guard some one's* —, promuovere, curare, sorvegliare gli interessi di q. u.
- Inventory**, inventario.
- Invoice**, fattura || *as per* —, come da fattura || *to make out an* —, fare una fattura || *pro forma* —, fattura simulata.
- Inward**, interno || — *cargò*, carico d'importazione || — *entry*, dichiarazione di entrata || — *pilotage*, pilotaggio all'arrivo.
- I. O. U.**, pagherò, obbligazione cambiaria.
- Issue**, emissione || riuscita, esito.
- Item**, articolo di conto || punto, affare di cui è caso.

## J

- Jetsam**, merce gettata in mare per salvar la nave.
- Jettison**, gettito || — *ed goods*, merce gettata a mare.
- Job**, lavoro a cottimo || speculazione in fondi pubblici.
- Jobber**, speculatore di borsa.
- Joint**, unito, comune || — *account*, conto comune o sociale || — *owner*, comproprietario || — *stock*, capitale sociale || — *stock-company*, compagnia per azioni.
- Jointly liable**, responsabile, obbligato in solido.
- Journalize (to)**, passare a giornale.

**K**

- Keep (to)**, tenere || — *up*, mantenersi, sostenersi (di un prezzo)  
 || — *an engagement*, far fronte a un impegno.  
**Keeper**, guardiano || *store* —, magazziniere || *book* —, contabile.  
**King's own**, proprietà dello stato  
**Kites**, cambiali di favore.  
**Knock down (to)**, aggiudicare (nei pubblici incanti).

**L**

- Label**, etichetta, cartellino.  
**Lade (to)**, caricare || — *in bulk*, caricare alla rinfusa.  
**Lading**, caricazione || *bill of* —, polizza di carico.  
**Land**, terra || *by* —, per terra || — *conveyance*, trasporto terrestre.  
**Land (to)**, sbarcare, porre a terra.  
**Landing**, sbarco || — *place*, scalo d'approdo || — *waiters*, assistenti allo sbarco.  
**Launch (to)**, varare un bastimento.  
**Lay an embargo (to)**, sequestrare una nave.  
**Lay days**, stallie || *over* —, controstallie.  
**Law**, legge || *shipping* —, diritto marittimo.  
**Leak**, via d'acqua || *to spring a* —, aprire una via d'acqua.  
**Leakage**, colaggio || — *allowance*, abbuono per colaggio.  
**Leaky**, che cola o fa acqua || *a* — *vessel*, nave che fa acqua.  
**Ledger**, libro mastro.  
**Legal**, legale || — *adviser*, consulente legale || — *tender*, moneta a corso legale.  
**Letter** lettera || *prepaid* —, lettera affrancata || *registered* —, lettera raccomandata o assicurata || — *book*, copia lettere || — *of allotment*, avviso di riparto || — *of license, of respite*, moratoria || — *of conveyance*, lettera di porto.  
**Liabilities**, passivo, passività.  
**Light dues**, diritti di faro.  
**Lighter**, chiatta, barcone, allibo, alleggio.  
**Lighterage**, spesa di chiatte o allibi.  
**Limited**, limitato || — *company*, società anonima || — *liability*, responsabilità limitata all'ammontare delle azioni.  
**Liners**, vapori transatlantici o transoceanici.  
**Liquidation**, liquidazione.  
**List**, lista || — *of exchange*, listino dei cambi || — *of goods*, nota di merci.  
**Lloyd's register**, registro del Lloyd per la classificazione delle navi.  
**Load**, carico || *to* —, caricare, mettere a bordo || *to* — *in bulk*, caricare alla rinfusa.

- Loading**, caricazione, carica || — *charges*, spese di caricazione.  
**Loan**, prestito || *to issue. to raise a —*, emettere, contrattare, fare un prestito.  
**Lock-out**, serrata (coalizione del capitale contro la mano d'opera).  
**Lock-up of capital (the)** immobilizzazione del capitale.  
**Lodge (to)**, depositare danaro in una banca.  
**Lodgment**, deposito || — *slip*, distinta di deposito || *to make a —*, fare un deposito, depositare danaro alla banca.  
**Log**, solcometro || — *book*, giornale di bordo o di navigazione.  
**Long bill**, effetto a lunga scadenza.  
**Look (to)**, guardare || — *up, down*, tendere al rialzo, al ribasso || — *forward*, attendere, stare in attesa (della risposta).  
**Loss**, perdita || *to indemnify for a —*, risarcire una perdita || *to sustain a —*, subire una perdita.  
**Lotted goods**, merci in lotti o in partite separate.  
**Lump**, massa || *by the —*, in blocco || *in the —*, a cottimo || — *charter —*, contratto a corpo || — *sum*, somma in blocco.

## M

- Mail (to)**, impostare, spedire per posta.  
**Mail steamer**, vapore postale.  
**Make good (to)**, rifondere, rimborsare, compensare.  
**Manager**, direttore || *head —*, direttore generale.  
**Managing partner**, socio gerente o amministratore.  
**Manifest**, manifesto || — *of cargo*, manifesto del carico.  
**Manufactory**, fabbrica, opificio.  
**Mark**, marca || *trade —*, marca di fabbrica || *lead —*, piombo, piombatura di collo.  
**Market**, mercato || — *report, review, or statement of the —*, rivista del mercato || *to find a — for*, trovare lo smercio, esitare || *to overstock the — with*, sopraccaricare il mercato.  
**Master**, comandante || *harbour —*, capitano del porto || — *porter*, imprenditore di sbarchi e imbarchi.  
**Mate's receipt**, ricevuta di bordo.  
**Maturity**, scadenza.  
**Meet (to)**, far fronte || — *one's engagements*, far fronte ai propri impegni.  
**Meeting** assemblea || *creditors' —*, riunione dei creditori.  
**Memorandum**, memoriale, appunto, nota || — *of association*, atto costitutivo delle società per azioni || — *of conditions*,quaderno d'oneri.  
**Merchant**, commerciante || — *exchange*, borsa di commercio || *the body of — s*, il ceto commerciale || — *ship*, nave mercantile || — *shipping*, marina mercantile.  
**Message**, dispaccio, telegramma.

**Middling**, medio, buono - ordinario.

**Mill**, fabbrica || filanda.

**Money**, danaro, moneta || *earnest* —, caparra || *ready* —, contanti || — *market*, mercato monetario; borsa || *dispatch* —, premio di allestimento d'una nave avanti che spirino le stallie || — *order*, vaglia postale, assegno bancario || *paper* —, carta moneta.

**Month**, mese || *at the end of present* —, alla fine del corrente.

**Moor** (to), ormeggiare.

**Mortgage**, ipoteca || *equitable* —, pegno con diritto di riscatto.

## N

**Naval district**, dipartimento marittimo.

**Navigation**, navigazione || *coasting* —, navigazione costiera || *foreign or long-run* —, navigazione di lungo corso || *inland* —, navigazione interna.

**Navy**, marina, flotta || — *yard*, arsenale di marina.

**Need**, bisogno || *in case of* —, occorrendo, al bisogno.

**Negotiable**, negoziabile, trasferibile || — *instruments*, effetti cambiari, titoli al portatore.

**Net**, rete || *railway, telephonic, telegraphic* —, rete ferroviaria, telefonica, telegrafica.

**Nett**, netto || — *proceeds*, ricavo netto || — *register*, portata netta || — *weight*, peso netto.

**Nominal partner**, socio accomandante.

**Non**, non (non avvenuto) || — *acceptance*, rifiuto di accettazione || — *payment*, mancato pagamento || — *performance*, mancata esecuzione del contratto.

**Note**, nota, distinta || *bank* —, biglietto di banca || — *of discount*, distinta di sconto || — *of hand*, biglietto all'ordine || *promissory* —, pagherò, vaglia cambiario || — *to order, to bearer*, pagherò all'ordine, al portatore || — *on demand*, pagherò a presentazione || — *at sight*, pagherò a vista || — *on term*, pagherò a tempo fisso || *to take due* — *of*, prendere buona nota di.

**Note** (to). puntare prova di fortuna || prendere nota || appuntare una cambiale nel protocollo notarile per addivenire al protesto.

**Notice**, avviso, notizia || — *of abandonment*, dichiarazione di abbandono || — *of dishonour*, avviso di mancato pagamento || *to send or give* —, avvisare, dare avviso || *to take* —, prendere nota.

**Noting**, protesto del capitano || appunto (inizio di protesto) d'una cambiale || — *charges*, spese di primo protesto o di appuntatura.

**Null**, nullo || — *and void*, di nessun valore.

O

- Offer**, offerta || *to make an —*, fare un'offerta || *— of service*, offerta di servizio.
- Office**, ufficio || *head —*, sede principale || *registered —*, sede, domicilio legale.
- Official**, ufficiale || *— assignee*, giudice delegato al fallimento || *— receiver*, curatore provvisorio del fallimento.
- Open**, aperto || *— policy*, polizza d'abbuonamento || *to — a credit*, aprire un credito.
- Opening and examining**, spese di cassaio, bottaio (per l'apertura dei recipienti onde esaminare la merce).
- Option**, contratto a premio (di titoli) || scelta || opzione || *at the master's —*, a scelta del capitano.
- Order**, ordine, commissione || *by — of*, per ordine di || *by — and for account*, per ordine e conto di || *to countermand, cancel an —*, contrammandare, annullare un ordine || *payable to the — of*, pagabile all'ordine di || *delivery —*, ordine di consegna || *shipping —*, ordine d'imbarco || *— of discharge*, ordinanza di riabilitazione o di cancellazione dall'albo dei falliti.
- Origin**, origine || *certificate of —*, certificato d'origine.
- Outstanding**, in sospeso || *— accounts*, conti insoluti o da liquidarsi.
- Outlays**, spese, sborsi.
- Overdraw (to)**, fare una tratta eccedente il credito.
- Overdue**, in ritardo, già scaduto || *— bill*, cambiale in sofferenza.
- Overland trade**, commercio per via di terra.
- Overweight**, eccedenza di peso.
- Owner**, proprietario || *ship —*, armatore || *managing —*, proprietario dirigente.

P

- Pack (to)**, imballare || *— in cases*, incassare, mettere in casse || *— in bags*, insaccare || *— in barrels*, imbottare.
- Package**, collo, pacco, balla, sacco, cassa.
- Packed goods**, merci imballate o incassate.
- Packer**, imballatore.
- Packing**, imballaggio || spesa d'imballaggio || *— cloth*, tela da imballaggio.
- Paid**, saldato || per quitanza || *capital — in*, capitale versato.
- Paper currency**, biglietti di banca.
- Par, pari** || *at —*, al pari || *above, below —*, sopra, sotto il pari.
- Parcel**, partita || pacco, plico || *bill of — s*, fattura || *post —*, pacco postale || *value —*, pacco assicurato || *— delivery*, distribuzione (a domicilio) dei pacchi.

**Parol contract**, contratto verbale.

**Parties**, le parti (concorrenti in un contratto) || *contracting* —, parti contraenti || *the concerned* —, le parti interessate || — *liable to a bill*, coobbligati al pagamento di una cambiale.

**Partner**, socio || *active* —, socio ordinario || *sleeping o silent* —, socio accomandante || *managing* —, socio gerente || *working* —, socio d'industria || *surviving* —, socio superstite.

**Partnership**, società || *dread of* —, atto di società || *to enter into — with*, entrare a far parte di una società || — *at will*, società con durata a volontà delle parti || — *on term*, società avente durata determinata || *public* —, società in nome collettivo.

**Pass**, bolletta di transito, lascia-passare.

**Passengers accomodations** cabine per passeggeri.

**Patent**, brevetto d'invenzione.

**Pattern**, campione || — *card*, campionario di stoffe.

**Pawn (to)**, impegnare, dare in pegno.

**Pawner**, colui che dà in pegno.

**Pay (to)**, pagare || — *in full*, pagare integralmente || — *on account*, pagare in conto || — *off*, pagare a saldo; licenziare uno || — *by instalment*, pagare a rate.

**Payee**, riscuotitore || ultimo portatore di una cambiale.

**Payment**, pagamento || — *in full of all demands*, pagamento a saldo totale || *reserving due* —, salvo buon fine || *in part* —, acconto || *to delay a —*, prolungare un pagamento || *to meet a —*, far fronte a un pagamento || *to stop —s*, sospendere i pagamenti || *to sue for —*, far citare per il pagamento || non —, mancato pagamento.

**Percentage**, percentuale, tanto per cento.

**Permit**, passa-avanti, permesso d'entrata, lascia-passare.

**Petties**, piccole spese.

**Phone (to)**, telefonare || *a — message*, colloquio per telefono.

**Pierage**, diritto di banchina.

**Pilotage**, pilotaggio, retribuzione dovuta ai piloti || — *in*, — *out*, pilotaggio di entrata (arrivo), di uscita (partenza) || *compulsory* —, pilotaggio obbligatorio || *rates of* —, tariffa di pilotaggio.

**Place**, posto || luogo || città o mercato || *of your —*, della vostra città || *in this —*, in questo mercato.

**Policy**, polizza || *floating* —, polizza flottante || *marine* —, polizza di sicurtà || *open* —, polizza aperta || *wager* —, polizza d'onore o di buona fede || *valued* —, polizza di valutazione convenuta || *to open a —*, *to cancel a —*, aprire, annullare una polizza.

**Port**, porto || *free, open* —, porto libero || — *charges*, spese di porto || — *of register*, porto d'armamento || — *of loading*, porto di caricazione || — *of discharge*, porto di scarica, di destinazione || — *of call*, porto d'ordini || — *of survey*, porto di visita || *home* —, porto nazionale || — *of refuge*, porto di rifugio.

**Porterage, facchinaggio.**

**Porters, facchini** || *master* —, imprenditori.

**Post, posta** || *by next* —, col prossimo corriere || *by return, in due course of* —, a volta di corriere || *by to day's* —, coll'odierno corriere || — *bill*, vaglia cambiario a sette giorni vista ed anche vaglia o assegno postale || — *card*, cartolina postale || *date as* — *in* *mark*, data del bollo postale || — *office box*, cassetta postale || — *office order*, vaglia o cartolina postale || — *paid*, affrancato || — *parcel*, pacco postale.

**Postage, portilettere, spese di posta.**

**Pound, libbra** || *lira sterlina* || *in the* —, per cento: 5, 10, 15 *shillings in the* —, 25, 50, 75 per cento.

**Power, potere** || *forza motrice* || — *of attorney*, procura || *full* — *s*, pieni poteri || *horse* —, forza motrice calcolata a cavalli vapore.

**Pratique, pratica** || *to get* —, aver libera pratica || *to refuse* —, non ammettere alla libera pratica.

**Preference bond, obbligazione di priorità.**

**Premium, premio d'assicurazione.**

**Presentation, presentazione** || *on* —, a presentazione.

**Press, cumolo (d'affari)** || — *of canvas*, sforzo di vele || — *copy*, copia di lettera (ricavata dal copialettere).

**Price, prezzo** || — *agreed* —, prezzo convenuto || *closing* —, prezzo di chiusura || *competitive* —, prezzo di concorrenza || *cost* —, prezzo di costo || *current* —, prezzo corrente (in piazza) || — *current*, prezzo corrente (listino dei prezzi) || *fixed* —, prezzo fisso || *under* —, prezzo vile || *upset* —, prezzo d'apertura (all'incanto) || *list*, listino, prezzo corrente.

**Primage, cappa.**

**Prime, primo** || — *cost*, prezzo di costo || *of* — *quality*, di prima qualità || — *entry*, dichiarazione doganale provvisoria.

**Principal, capo d'una ditta, direttore** || — *and interest*, capitale e interessi.

**Proceeds, prodotto** || *net* —, ricavo netto.

**Procure (to), procurare** || — *pay* *ment*, curare l'incasso.

**Produce, products, prodotti** || *colonial* —, coloniali || *home* —, prodotti indigeni.

**Production, produzione** || *certificate of* —, certificato di origine.

**Profit, profitto, beneficio** || *to yield* —, dare un beneficio || *to leave a* —, apportare un beneficio.

**Pro forma, per pura forma** || — *account*, conto simulato.

**Pro rata freight, nolo secondo la distanza percorsa.**

**Promissory note, biglietto all'ordine, pagherò.**

**Prompt, pronto** || *termine, respiro* || *at a* — *of 6 months*, con un respiro di 6 mesi || — *delivery*, pronta consegna

**Protest, protesto** || — *for non-acceptance, non-payment*, protesto per mancanza di accettazione, di pagamento || *to return under*



- , ritornare protestato || *Captain's* —, protesto del Capitano (prova di fortuna).  
**Provision of law**, disposizioni di legge.  
**Proxy**, procura || procuratore.  
**Public accountant**, perito ragioniere.  
**Puff up** (to), fare della grande pubblicità.  
**Puffing advertisements**, reclame spinta.  
**Purchase**, compera, acquisto || — *for cash, on credit*, compra a contanti, a credito || *to effect, to make a* —, fare un acquisto.  
**Put** (to), mettere || — *a stop*, mettere un sequestro || — *into a port*, appoggiare o poggiare in un porto || — *aboard*, mettere a bordo || — *to sea*, mettersi in viaggio || — *a ship on the berth*, accostare una nave alla calata pel turio d'imbarco.

## Q

- Qualified acceptance**, accettazione condizionata.  
**Qualify** (to), abilitare, mettere in grado di.  
**Quality**, qualità || *prime* —, prima qualità.  
**Quarantine**, quarantena || *to perform* —, fare la quarantena.  
**Quays**, calate, banchine.  
**Quick**, svelto || — *sale*, smercio rapido.  
**Quotation**, quotazione.  
**Quote**, quotare.  
**Quovis** (in), in quovis, nome della nave a dichiararsi.

## R

- Rail**, rotaia || *by* —, a mezzo ferrovia.  
**Railroad**, railway, ferrovia || *per* —, a mezzo ferrovia || — *acknowledgment*, bolletta ferroviaria, di spedizione || — *c'arges*, spese di porto (per ferrata) || — *stocks*, obbligazioni ferroviarie || — *tariffs*, tariffe ferroviarie.  
**Rate**, tasso, corso || *at the* — *of*, al corso, al tasso, in ragione di || *at a high* —, a un prezzo molto elevato || *at the lowest* —, al corso più basso || *current* —, corso, prezzo della giornata, prezzo attualmente in corso || — *of exchange*, corso, tasso corrente del cambio.  
**Re**, riguardo, in merito, riferentesi a.  
**Ready**, pronto || — *cash*, — *money*, a contanti || — *sale*, pronta vendita, rapido smercio || — *to hand*, disponibile, pronto a consegnarsi || — *to load*, pronto a ricevere il carico.  
**Real**, reale || — *estate*, beni stabili || — *tare*, tara reale.  
**Re-assurance**, riassicurazione.  
**Receipt**, ricevuta || *acknowledgment of* —, accusa di ricevuta || —



- in full of all demand*, a saldo totale || *to advise the* of, accusare ricevuta di || — *on account*, ricevuta in acconto.
- Receipt (to), quitanzare || *to* — *a bill*, quitanzare un conto || — *ed*, saldato.
- Receive (to), ricevere || — *ed*, per quitanza.
- Receiver, ricevitore, consegnatario.
- Record, nota, memoria.
- Recourse, azione di regresso,
- Redeemable debt, debito fluttuante.
- Redraft, rivalsa || *account of* —, conto di ritorno.
- Reduction, riduzione || *all — s made*, netto di sconto e spese.
- Re-exchange, ricambio || — *account*, conto di ritorno.
- Referee in case of need, bisognatario.
- References, referenze || *to give* —, dare referenze.
- Refuse (to), rifiutare || — *acceptance, payment*, rifiutare l'accettazione, rifiutare di fare il pagamento.
- Register, registro, stazza || *gross, nett* —, tonnellaggio lordo, netto || — *of shipping*, registro di classificazione || *ship's* —, patente di nazionalità.
- Registered, registrato || — *letter*, lettera raccomandata.
- Registry certificate, certificato di matricolazione della nave.
- Regularity, regolarità || *for — 's sake* per pura regolarità.
- Regulations in force, regolamento in vigore.
- Reimbursement, rimborso || *to take one's* —, rimborsarsi.
- Reinsurance, riassicurazione.
- Remittance, rimessa di merci o fondi.
- Removal, trasloco d'ufficio.
- Renewal, rinnovazione di cambiale.
- Repair, riparazione || *under* —, in riparazione.
- Repayment, rimborso.
- Report (to), indoganare, dichiarare in dogana.
- Request, richiesta, domanda || *to be in* —, esservi molta richiesta (di una merce) || — *note*, domanda, proposta, progetto d'affari.
- Requirement, requisito, condizione voluta.
- Reserve, riserva || *under usual* — *s*, salvo buon fine.
- Resolution, deliberazione.
- Reship (to), rimbarcare.
- Respects, rispetti || *lettera* || *we present you our best* —, gradite i nostri migliori saluti || *we confirm our* — *of*, confermiamo devota nostra del || *I refer you to my* —, riferendomi a rispettosamente mia del.
- Respite, mora, respiro.
- Respondentia, cambio marittimo con ipoteca del carico || — *bond*, cambio marittimo.
- Restraints, casi d'impedimento.
- Retail, dettaglio || *to sell by* —, vendere al minuto.

**Return, rapporto** || *by* — *of post*, a volta di corriere || *on* —, in deposito, per conto, in commissione.

**Returns, prospetti statistici, distinte, resoconti.**

**Revenue, entrate dello stato, gabelle** || — *stamp*, marca da bollo.

**Rider, coda di cambiale.**

**Rigged, attrezzato** (dicesi di nave).

**Right, giusto, corretto** || *if* —, se trovato conforme || — *of retention*, diritto di detenzione || — *of search*, diritto di perquisizione.

**Rise, rialzo** || *on the* —, in rialzo.

**Risk, rischio** || *against all* — *s*, contro ogni rischio || *to run the* —, correre il rischio || *for account and* —, per conto è rischio || — *of craft*, rischio di alleggio.

**Rock bottom prices, prezzi infimi.**

**Rotation, ordine d'approdo** (ordine in cui una nave tocca i varil porti di scalo).

**Rules and regulations, regolamenti, disposizioni, norme.**

**Run, corsa, viaggio** || *by the* —, pel viaggio.

**Run (to), correre** || — *aground*, arenare || *the course* — *s at par*, il corso è al pari || — *into debts*, addentrarsi in debiti || — *a line*, fare una linea, percorrere regolarmente una linea (dicesi di piroscapo) || — *foul of*, abbordare, investire, urtare una nave accidentalmente.

**Running, corrente** || — *bill*, effetto da scadere || — *days*, giorni correnti.

## S

**Safe, sicuro** || *iron* —, cassa forte.

**Sail (to), mettersi alla vela, partire.**

**Sale, vendita, smercio** || *dull, heavy* —, vendita difficile, lenta || *ready* —, vendita facile, pronta || — *by auction*, vendita all'incanto || — *for delivery*, vendita a consegna || *on* — *or return* (merce rimessa) in deposito o in commissione || *to find, to meet ready*, trovar facile smercio || — *in bond*, merce venduta o da consegnarsi in porto franco || — *on trucks*, merce venduta o da consegnarsi sul vagone || — *ex-qu y*, merce venduta o da consegnarsi alla banchina || — *in lighters*, merce venduta in chiatte || — *under ship's tackle*, merce venduta sotto paranco.

**Saleable, vendibile, di facile vendita.**

**Salvage, salvataggio, ricupero** || — *money*, diritti di ricupero || — *loss*, differenza tra il valore in stato d'avaria e quello sano.

**Sample, campione** || *by* —, sul campione || *market* —, campione copioso || *post* —, campione ristretto.

**Scanty, deficiente, mancante.**

**Schedule, bilancio** || *to file a* —, *to give in one's* —, deporre il bilancio, dichiararsi in stato di fallimento || — *of charges*, tariffa di compensi.

**Screw**, vite, elica || — *steamer*, vapore ad elica.

**Scrip**, certificato provvisorio di azioni.

**Sea**, mare || *dangers of the* —, pericoli del mare || — *going ship*, nave atta a navigare || — *laws*, leggi marittime || *rough* —, mare burrascoso || *beyond* —, oltremare || — *damaged*, avariato dall'acqua salsa || — *risks*, rischi del mare.

**Search**, visita doganale (a bordo).

**Sea-worthy**, atto alla navigazione.

**Securities**, titoli, obbligazioni, cedole.

**Security**, cauzione, garanzia || *to stand* —, star garante || *collateral* —, avallo.

**See** (to), vedere || — *to a thing*, curarsi di una cosa.

**Seizure**, sequestro, staggimento.

**Sell** (to), vendere || *by auction*, vendere all'incanto || — *for delivery*, vendere a consegna, a termine || — *in the lump*, vendere in blocco || — *off*, liquidare, saldare || — *on sample*, vendere su campione || *wholesale*, vendere all'ingrosso || — *retail*, vendere al minuto.

**Send** (to), spedire, inviare || — *goods payable on delivery*, spedire contro assegno

**Sender**, speditore, mittente.

**Serve** (to), notificare, intimare || — *a writ of summons on one*, notificare una citazione.

**Set**, serie || *bill in a* —, prima, seconda e terza di cambio.

**Settle** (to), regolare, liquidare || — *in full*, saldare un conto || — *in business*, stabilirsi in commercio.

**Settling**, regolamento, liquidazione || — *day*, giorno di liquidazione

**Share**, azione, carato || *capital* —, capitale azionario || *deferred* —, azione che non frutta interessi immediati || *preference* —, azione con diritto di priorità || *registered*, azione intestata || — *to bearer*, cedola al portatore || *to have a* — *in*, essere interessati in una operazione || *to take a half* —, entrare per conto a metà || — *holder*, azionista.

**Sheathing**, foderatura metallica della nave.

**Shift berth** (to), cambiare il posto d'ancoraggio.

**Ship**, nave, bastimento || — *agent*, agente marittimo || — *'s husband*, amministratore della nave || — *'s journal*, giornale di bordo || — *'s manifest*, manifesto del carico || — *broker*, sensale marittimo || — *chandler*, fornitore navale || — *master*, comandante || — *owner*, armatore || — *concerns*, operazioni, affari marittimi || *steam* —, nave a vapore || *sa ling* —, nave a vela || — *cleared outward*, nave autorizzata a partire.

**Ship** (to), imbarcare, caricare, mettere, a bordo.

**Shipment**, imbarco, caricazione, spedizione, invio.

**Shipper**, caricatore.

**Shipping**, navi (in generale) || — *agent*, spedizioniere || — *bill*, bolletta d'imbarco || — *charges*, spese di messa a bordo || — *order*, buono d'imbarco.

**Shop**, magazzino, bottega || — *keeper*, bottegaio.

**Short**, mancante || corto, breve || — *weight*, ammanco di peso || — *shipped*, merce mancata all'imbarco o caricata in meno || — *delivery*, consegna deficiente, resa in meno || — *sight*, — *date*, a breve scadenza || — *hand*, stenografia.

**Show of hands** (by), per alzata di mani (votazione).

**Sight**, vista || *bill at* —, cambiale a vista || *bill of* —, permesso provvisorio || *short* —, a breve scadenza || *five days after* —, a cinque giorni vista.

**Signature**, firma || *to note*, *to notice a* —, *to take notice of a* —, prendere nota, buona nota di una firma || *to protect a* —, onorare una firma.

**Signer**, firmatario.

**Silent partner**, socio capitalista.

**Single entry**, partita semplice.

**Sink** (to), ammortizzare || affondare.

**Sinking**, ammortizzamento || — *fund*, fondo d'ammortizzamento.

**Sleeping-partner**, socio accomandante.

**Slip**, scalo || foglietto || polizetta || — *of the pen*, sbaglio di penna.

**Smuggle** (to), contrabbandare.

**Smuggled goods**, merci di contrabbando.

**Smuggler**, contrabbandiere.

**Society**, società, compagnia.

**Solicitor**, procuratore.

**Sole**, solo, unico || — *Agents*, unici Agenti || — *of exchange*, sola di cambio || — *trader*, commerciante in proprio.

**Solvency**, solvibilità.

**Solvent**, solvibile, che fa fronte ai propri impegni.

**Specification**, distinta, nota.

**Specimen**, modulo, saggio.

**Spinning-mill**, filanda.

**Spot**, luogo, posto || *on the* —, sul luogo || — *sale*, vendita fatta sul luogo di produzione.

**Spring a leak** (to), aprire una vena d'acqua.

**Staff of a bank**, personale d'una banca.

**Stamp**, bollo, timbro || — *ed*, bollato || — *ed paper*, carta bollata || *lead* —, piombatura (di un collo) || *adhesive* —, marca da bollo (affissa al foglio) || *revenue* —, marca da bollo (impressa sul foglio) || — *duty*, tassa di bollo.

**Standard**, tipo modello || *legal* — s, tipi ufficiali || — *measure*, misura legale || — *white*, tipo bianco (detto del petrolio raffinato).

**Staple commodities**, prodotti indigeni.

**Statement**, estratto di conto, rendiconto || *resoconto*, prospetto.

- Station, stazione** || *hold* — *depot till called for*. fermo slazione.  
**Staunch, resistente, solido**, di forte costruzione, atto al mare.  
**Steam, vapore** || — *ship*, nave a vapore || — *tug*, rimorchiatore || — *winch*, verricello.  
**Steamer, piroscafo** || *twin* —, vapore a doppia elica.  
**Stevedore, stivatore**.  
**Stock, fondo capitale** || *esistenza in magazzino* || — *s*, fondi pubblici || — *on hand*, merci in magazzino | *heavy* —, forte esistenza sul mercato di una data merce || *to take in a* —, far provvista, fornire i propri magazzini || *to take* —, far l'inventario || — *book*, libro inventario || — *broker*, agente di cambio || — *holder*, capitalista || — *jobbing*, agiotaggio || — *in trade*, merci e macchinario || *dead* —, fondo di magazzino || *if any in* —, salvo esistenza || *railway* — *s*, obbligazioni ferroviarie.  
**Stock-Exchange, Borsa** || *to apply for a quotation in the* —, far inscrivere un titolo nel listino di borsa  
**Stop (to), cessare i pagamenti** || — *a leak*, turare una falla.  
**Store, magazzino, deposito** || *bonded* —, magazzino in deposito franco, fuori dazio || — *keeper*, magazziniere || — *s*, magazzini, e provviste di bordo.  
**Stowage, stivaggio** || *broken* —, colma-stiva, imbusaggio.  
**Stranded, investito, arenato, incagliato**.  
**Stress of weather, fortunale**.  
**Strike, sciopero** || *to* — *work*, scioperare, far sciopero || *to* — *a balance*, compilare un bilancio || *to* — *a bargain*, fare un contratto.  
**Stump of a counterpart register**, matrice di un libro a madre e figlia.  
**Style of a firm, ragione sociale**.  
**Sum, somma** || *totale* || — *remaining due*, residuo di conto.  
**Supply, provvista** || *bunker* —, approvvigionamento del carbone uso nave  
**Survey, perizia, visita od esame dei periti** || *report of* —, rapporto di visita  
**Surveyor, perito** || *on the estimate of* — *s*, dal calcolo dei periti.  
**Surviving partner, socio superstite**.  
**Suspense, sospeso** || *to keep in* —, tenere in sospeso.  
**Suttle weight, peso netto di tara**.

## T

- Take (to), prendere** || — *a line in a policy*, prendere il tocco, coassicurare || — *up a bill*, onorare una tratta || — *effect*, aver effetto || — *freight*, caricare || — *stock*, fare l'inventario.  
**Tare, tara** || *average* —, tara me'dia || *customary* —, tara d'uso.

Telegram, telegramma.

Telegraphic code, codice telegrafico.

Teller, impiegato addetto alla cassa || *in* —, impiegato addetto agli incassi || *out* —, impiegato addetto ai pagamenti.

Tender, offerta scritta (a una licitazione o appalto) || *to make a — of one's service*, offrire i propri servizi.

Term of maturity, scadenza.

Terms, condizioni || *on the usual* —, alle solite condizioni.

Testimonial, testimonianza, deposizione (scritta).

Thought, pensiero || *upon second* — s, dopo averci pensato bene.

Through bill, polizza cumulativa o diretta.

Through goods, merci con polizza di trasporto cumulativo.

Through rate, tasso di nolo complessivo o per l'intero percorso.

Tin, latta, barattolo per conserve.

Tip-top, di prima classe || — *goods*, merci di primissima qualità.

Ton, tonnellata.

Tonnage, tonnellaggio.

Tow (to), rimorchiare.

Towage, spesa di rimorchio.

Town duty, dazio di consumo.

Trade, commercio, negozio || *board of* —, Consiglio superiore del commercio || — *mark*, marca di fabbrica || — *report*, bollettino commerciale || *overland* —, commercio per terra || *shipping* —, commercio marittimo || — *union*, camera del lavoro.

Train, treno || *by, per fast* —, a grande velocità || *by, per slow or goods* —, a piccola velocità.

Transaction, operazione, affare.

Transfer, trapasso, cessione.

Tranship (to), trasbordare.

Transhipment, trasbordo.

Transit, transito || *permit for* —, lascia passare || *to pass in* —, passare in transito -- *trade*, commercio di transito.

Traveller, viaggiatore || *commercial* —, viaggiatore di commercio.

Treasury bill, buono del tesoro.

Trial balance, bilancio di verificaione.

Trimmer, stivatore, assettatore del carico.

Trust, fido || *on* —, a credito.

Trustee, curatore di fallimento.

Type, tipo || *to sell on* —, vendere sul tipo.

Type-writer, macchina da scrivere.

Typist, dattilografo.

Truckage, spesa di trasporto (su vagoni o carri).

Twice for once, fatta in doppio ad un solo effetto.

U

- Ullage, colaggio, calo dei fusti.  
 Unbalanced, non saldato.  
 Underrate (to), offrire un prezzo basso, screditare la merce.  
 Under ship's tack, sotto paranco,  
 Undertaker, impresario, assuntore d'una impresa.  
 Undersigned, sottoscritto || *I the* —, io sottoscritto.  
 Underwriter, assicuratore marittimo.  
 Undue, non ancora scaduto.  
 Unindorsed, senza girata.  
 Unload (to), scaricare, sbarcare.  
 Unloading, scaricazione.  
 Unpack (to), sballare || *to* — goods, aprire i colli.  
 Unredeemed, non riscattato.  
 Unsalable articles, merci invendibili.  
 Unseaworthiness, incapacità di reggere il mare.  
 Unseaworthy, inatto alla navigazione  
 Upset price, prezzo d'incanto.  
 Usance bill, cambiale ad uso.

V

- Value, valuta || — *in account*, valuta in conto || — *received*, valuta ricevuta.  
 Value, valore, prezzo || *declared* —, valore dichiarato || *legal* —, valore legale || — *parcel*, pacco assicurato.  
 Value (to), valutare || *to* — on one, far tratta su qu.  
 Via, via || — *s*, duplicati di cambiali (2<sup>a</sup>, 3<sup>a</sup> di cambio).  
 Void, vuoto || nullo || *to stand* —, restar di nessun valore o nullo.  
 Voyage, viaggio || *homeward* —, viaggio di ritorno || *outward* —, viaggio di andata || — *charter*, noleggio a viaggio.  
 Voucher, documento in appoggio || — *of receipts*, tallone madre.

W

- Waggon, vagone || *free on* —, franco sul vagone.  
 Walver, rinuncia ad un diritto.  
 Warehouse, magazzino || *bonded* —, magazzino fuori dazio, magazzino in deposito franco || — *keeper*, custode dei magazzini || — *rent*, fitto, spesa di magazzino.  
 Warehousing, messa a magazzino.  
 Wares, merci (manufatturate).  
 Warrant, fede di deposito || buono || — *for delivery, for exportation*, buono per la consegna, per l'esportazione.  
 Waste book, brogliazzo.

Water, acqua || *by* —, per mare.

Wave-subjected, sommerso, sott'acqua.

Way, via || *by* — *of trial*, a titolo di prova.

Way-bill, bollettino di spedizione.

Wear and tear, logorio, deterioramento.

Weighing, spesa di pesatura.

Weight, peso || *net, gross* —, peso netto, lordo || *short* —, ammanco, deficienza di peso.

Wet dock, bacino di caricazione.

Wharf, calata || *free on* —, franco sulla calata || — *she l*, capannone.

Wharfage, diritto di molo o banchina || diritto di sosta (sotto le tettoie delle banchine).

Wharfinger, guardia calata.

Wholesale, vendita all'ingrosso.

Wind up, liquidazione || *compulsory* —, liquidazione forzata.

Wire (to), telegrafare.

Wire, telegramma || *by* —, per filo, per telegrafo, per mezzo di telegramma.

Witness, testimone || *in* — *whereof*, in testimonianza di che.

Working, lavorativo || — *committee*, comitato esecutivo || — *day*, giorno di lavoro || — *partner*, socio d'industria.

Works, officina, opificio, fabbrica, stabilimento.

Workshop, officina, opificio.

Wrapper, invoglia, involucro, copertura || *bale with - torn*, balla con l'invoglia stracciata.

Wrecked, naufragato || — *persons*, naufraghi || — *ship*, nave naufragata



# A LIST OF THE MOST COMMON ABBREVIATIONS

## used in English Commercial Letters

---

a. a. r.	against all risk.
A/C. a/c.	account current.
ac/.	account.
a/d.	after date.
a/o.	account of.
aml.	amount.
ar.	arroba.
arl.	article.
at s.	at sight.
A/S.	account sale.
av.	average.
<hr/>	
b.	bale.
bal.	balance.
B. B.	branch bank.
bbls.	barrels.
B E.	bill of exchange.
bl.: brl.	barrel.
B/P.	bill of parcel.
B. P.	bills payable.
B. R.	bills receivable.
Brg.	brigantine.
Bros.	brothers.
B/S.	bill of sale.
<hr/>	
C.	currency.
C/d.	custom dues.
C. F.	charges forward.
C. H.	Custom House.
cif.	cost, insurance, freight
Co.	company.
c/o.	care of.
c/: c s.	case, cases.
C. O. D. }	cash on delivery
(cod.) }	
cof.	care of.
C. P. P.	charges prepaid.
cr.	creditor.
curr.	current.
cwt.	hundred weight (112 lbs)
<hr/>	
d/s.	documents against accep- tance.
Drk.	drawback.
d/d.	days after date.

dft.	draft.
D/o.	delivery order.
do.	ditto.
dos.	dozen.
d/p.	documents against pay- ment.
Dr.	debtor.
d/s.	days after sight.
<hr/>	
E. E.	errors excepted.
E. & O. E.	errors & omissions ex- cepted.
ex d.	ex dividend.
ex c.	ex coupon.
<hr/>	
f. a. a.	free of all average.
f. a. q.	fair average quality.
f. o. s.	free along ship.
F. B. E.	foreign bill of exchange.
f. c. s.	free of capture & seizure.
f. g. a.	free of general average.
f.o.b. (fob)	free on board.
f.o.c. (foc)	free of charge
f. o. t.	free on truck.
f. p. a.	free of particular average.
F. T.	fast train.
frs.	frances.
<hr/>	
gr. wl	gross weight.
G. T.	goods train.
G. P. O	General Post Office.
<hr/>	
hhd.	hogshead.
H. T. G.	hold depot till called for.
<hr/>	
lus.	Insurance.
inst.	instant.
int.	interest.
inv.	invoice.
I. O. U.	I owe you.
lt. L.	Italian lire.
<hr/>	
j/a.	joint account.

Kg.	Kilogram.	P. S.	postscript.
℔.	pound sterling.	P. T.	passengers' train.
lb.; lbs.	pound; pounds.	P. T. O	please turn over.
L. C.	letter of credit.		
Ld.; Ltd.	limited.	Re.	regarding.
ledg.	ledger.	Reg.	registered.
L. I. P.	life insurance policy.	R. R.	rail road.
Lit.	Italian Lire.	R. R. S.	rail road station.
L. S.	locus sigilli.	Ry.	railway.
m/c.	metallic currency.	\$	dollar, peso.
m/d.	months after date.	sgd.	signed.
M. O.	Money order.	sh.	share; shilling.
M. I. P.	marine insurance policy.	S. N.	shipping note.
m's.	months after sight.	sk.	sack.
mks.	marks.	s/s.	steam-ship.
		S. T.	slow train.
N. B.	Nota bene (take note)	s/v.	sailing vessel.
n/c.	national currency.	S. W.	standard white.
No.; Nos.	Number; numbers.		
N. P.	Notary public.	T.	transit; transhipment.
Not. Pub.		th/.	their.
		T. L. O.	total loss only.
O.	order.	T. O.	turn over.
o/.	on.	T. T.	telegraphic transfer.
o/c.	on account.		
obed't.	obedient.	U. K.	United Kingdom.
o/d.	on demand.	ult.	ultimo.
		U. S. A.	United States
p.	per (for or through).	U. R.	under usual reserve.
p. c.	per cent.	U/wrs.	Underwriters.
P. C. O.	post central office.		
P. M. O.	post money order.	W. P. A.	with particular average.
P. N.	promissory note.	wt., wght.	weight.
P. O.	post office or postal order.		
P. O. B.	post office box.	Y A.	York Antwerp rules.
P. O. O.	post office order.	yd.	yard.
pkg.	package.	y'day.	yesterday.
pm.	premium.	yr.	year; your.
p. p.	per procuration.		
p. pro.			
pro.			

## ABBREVIATIONS

following (in a parenthesis) the names of towns  
of the United States or British possessions to specify the state  
or colony they belong to, in order to avoid  
miscarrying or misleading of letters and parcels

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### UNITED STATES

Ala.	Alabama.	Mont.	Montana.
Ari.	Arizona.	N. C.	North Carolina.
Ark.	Arkansas.	Neb.	Nebraska.
Cal.	California.	Nev.	Nevada.
Col.	Colorado.	N. D.	North Dakota.
Conn.	Connecticut.	N. H.	New Hampshire.
Cu.	Cuba.	N. J.	New Jersey.
Del.	Delaware.	N. M.	New Mexico.
D. C.	District of Columbia.	N. Y.	New York.
Fla.	Florida.	O.	Ohio.
Ga.	Georgia.	Or.	Oregon.
Id.	Idaho.	Okl.	Oklahoma.
Ill.	Illinois.	Pa.	Pennsylvania.
Ind.	Indiana.	Ph. I.	Philippine Islands.
Ind. T.	Indian Territory.	R. I.	Rhode Island.
Jo.	Jowa.	S. C.	South Carolina.
Kan.	Kansas.	S. D.	South Dakota.
Ky.	Kentucky.	Tenn	Tennessee.
La.	Louisiana.	Tex.	Texas.
Mass.	Massachusetts.	Ut.	Utah.
Md.	Maryland.	Vt.	Vermont.
Me.	Maine.	Va.	Virginia.
Mich.	Michigan.	Wash.	Washington.
Minn.	Minnesota.	W. Va.	West Virginia.
Miss.	Mississippi.	Wis.	Wiscounsins.
Mo.	Missouri.	Wyo.	Wyoming.

### BRITISH POSSESSIONS

B. N. A.	British North America.	N. S. W.	New South Wales.
E. Ind.	East Indies.	P. E. I.	Prince Edward Island.
N. Bruns.	New Brunswick.	S. Austr.	South Australia.
N. S.	Nova Scotia.	W. Ind.	West Indies.
N. F'land.	New Foundland.	W. Austr.	West Australia.

# ANALYTIC CONTENTS (1)

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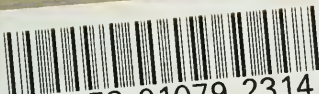


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